Lesson Two
Making Money
assess your personal interests, abilities and career goals.

based on your personal situation, answer the following questions:

1: What topics of study do or did you enjoy most in school?

2: What skills do you do well? What do you feel to be your most distinguishing skill or area of specialty?

3: What are your interests away from school or work?

4: Describe a situation in which you helped organize the work of others.

5: Describe a situation in which you worked with a team to achieve a goal.

6: Describe the kind of job you might like.

based on your answers to the above items, describe two or three jobs that meet your criteria:

A.

B.

C.
Select two career areas that interest you. Using library information, the internet, and interviews with others, obtain answers to the following questions:

<table>
<thead>
<tr>
<th>career 1</th>
<th>career 2</th>
</tr>
</thead>
</table>

1. What are the general activities and duties of this job?

2. What are the physical surroundings, work hours, and mental and physical demands of this type of work?

3. What training and educational background is needed for this area of employment?

4. Will these career areas be in demand in the future?

5. What are the starting and advanced salaries for this industry?

6. What makes these careers attractive to you?
creating a resume

A resume is a personal data sheet commonly used to apply for a job. It lists your skills and experience so that future employers can see what you have already done and whether your experience meets the job’s requirements. Fill out the following categories to assist you in preparing your resume.

**education**

degree/programs completed, school, location, areas of study, dates

**work experience**
title, organization, dates, responsibilities

**other experience** *(volunteer work, school, and community activities)*
title, organization, dates, responsibilities

**honors/awards**
title, organization, dates
read and interpret pay stubs

directions
Answer the following questions using the pay stubs on the following pages:

1. What is the name of Jane Brown's employer?

2. How much did Jane earn before taxes?

3. What is Jane's hourly wage?

4. List Jane's deductions.

5. What pay period does Peter Smith’s check cover?

6. How much federal income tax has been taken out of Peter’s check so far during 1999?

7. How much did Peter contribute to a retirement plan from this paycheck?

8. How much is Peter's take-home pay?

9. Where does Mary Stone work?

10. How much is Mary’s salary?

11. How much money was deducted from Mary's paycheck?

12. How much has Mary been paid in total during 1999?
**HAMBURGER PALACE ENTERPRISES, INC.**

**NAME**  
JANE BROWN  

**PAYROLL ENDING**  
3/14/09  

**CHECK NO.**  
9343  

**EMPLOYEE NO.**  
L4325  

**AMOUNT**  
$87.50

<table>
<thead>
<tr>
<th>Description</th>
<th>Hrs.</th>
<th>Amount</th>
<th>Tax</th>
<th>Current</th>
<th>YTD</th>
</tr>
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<td>20</td>
<td>120.00</td>
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<td>12.72</td>
<td>174.90</td>
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<td></td>
<td></td>
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<td>Social Sec</td>
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<td></td>
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<td></td>
<td>Medicare</td>
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<td>23.93</td>
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<td>State Income Tax</td>
<td>3.60</td>
<td>49.50</td>
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<tr>
<td><strong>CURRENT</strong></td>
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<td>120.00</td>
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<tr>
<td><strong>YTD</strong></td>
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<td>1650.00</td>
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</table>

**THE BANANA BREADBOX**  

**EMPLOYEE** PETER SMITH  

**SSN** 999-99-9999  

**PAY PERIOD** 8/06/09 TO 8/12/09  

**PAY DATE** 8/15/09  

**CHECK NO.** 3259  

**NET PAY** $182.41

<table>
<thead>
<tr>
<th>Description</th>
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<td>Overtime</td>
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<td>54.00</td>
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<td>3582.00</td>
<td>State Income Tax</td>
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## read and interpret pay stubs (continued)

<table>
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<th>Description</th>
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<th>Tax</th>
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<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
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<td>448.00</td>
<td>49.95</td>
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<tr>
<td>Salary</td>
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<tr>
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<td>5824.00</td>
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</table>
true-false

1. ______ The career planning process starts with assessing your personal interests, abilities, and goals.

2. ______ Interviewing is the final phase of the career planning process.

3. ______ Travel costs to work are considered to be “hidden” job costs.

4. ______ Worker’s compensation is a common employee benefit received by most workers.

5. ______ Gross pay results from deducting various deductions from your earnings.

multiple choice

6. ______ The first phase of the career planning process is to:
   A. identify specific job opportunities.
   B. interview for available positions.
   C. assess personal interests and abilities.
   D. apply for employment positions.

7. ______ After applying for an available position, the next step usually involves:
   A. interviewing.
   B. obtaining training for necessary skills.
   C. comparing employee benefits.
   D. preparing a personal data sheet (resume).

8. ______ A hidden cost of a job might involve:
   A. gross pay.
   B. uniform fees.
   C. employee discounts.
   D. retirement benefits.

9. ______ Which of the following employee benefits would a working parent find most useful?
   A. stock options
   B. tax deferred retirement plan
   C. Social Security benefits
   D. parental leave

10. ______ A common deduction on a person’s pay stub would be:
    A. gross pay.
    B. unemployment tax.
    C. federal income tax.
    D. excise tax.

case application

Sue Smith has worked for nine years in retail sales. She is considering going back to school to change career fields. What factors should be considered before making this decision?