

## Discussion Questions: Career and College Readiness

Use the questions to guide in-class discussion, or post them to the Collaboration Corner.

### Unit 1: Life After High School

#### Join the Workforce

##### The Value of the Workforce

1. What are the strongest workforce skills that you bring to the table?
2. What qualities do you look for in a leader? Do you possess these qualities?
3. What role do you prefer to take in group activities? Leader, organizer, note taker, spokesperson, encourager, etc.

##### Job-Searching Skills

1. How can you make sure your resume uses the words and phrases that employers are looking for? What resources can you rely upon to help you build a great resume?
2. Do you have profiles on CareerBuilder, Indeed and LinkedIn? If so, do you keep your information updated? What are some benefits to keeping this information updated?
3. What are some ways you can be fearless in your job search? How will it help you get the job that you want?

##### Which Careers Will Have the Highest Demand in the Next Decade

1. What careers do you think will be eliminated in the future? What careers do you think will be in high demand in the future?
2. Would you rather receive one billion dollars by the time you're 50 years old, or would you rather have positively impacted one billion lives by the time you're 50 years old? Why?
3. What are some skills and capabilities can you work on that robotics and artificial intelligence can never replace?

##### Identify Your Character Traits & Find Related Career Interests

1. Have you ever taken a test that aligns your character traits and interests to a job recommendation? What career(s) did it recommend to you? If you haven't taken one, consider taking a free test online.
2. A trader on Wall Street needs to have very different character traits than a second grade teacher. How can you take the job you want and work backwards to identify key character traits successful people in the industry possess?
3. What are things you like or enjoy doing? How can you turn these things into a career?

##### Develop a College & Career Vision Statement

1. Where do you see yourself attending college? Is there a path other than college that you're considering? If so, what is it?
2. What does your college and career vision statement include?
3. What things do you value? What do you see yourself putting your whole heart into for the rest of your life?

#### Which School is Right for You?

##### Types of Colleges

1. What is most important to you when considering colleges to attend? Think about price, location, degree programs, friends that may attend, etc.
2. What type of college do you think is right for you? Which specific schools of that type do you think are right for you? Why?
3. Do you want your college experience to be a completely different environment and atmosphere than you are used to or an environment that is familiar and comfortable to you? Why?

#### Community/Junior College

1. Does going to a community or junior college for all or part of your studies help save you or your family money? Will the education you receive there still allow you to attain your goals?
2. Do you know anyone who went to a community/junior college? What was their experience like? Do you think they would recommend it to others?
3. Can you or your family afford the financial burden to attend college? How much financial debt are you willing to take-on for college?

#### Trade, Vocational & Technical College

1. What kind of career are you looking for? Does it require a bachelor or associate degree, or does it require learning a skill or trade?
2. Would you consider going to a trade, vocational, or technical school? Why or why not?
3. Why do some students choose to go to a technical college as opposed to a traditional college?

#### Testing Programs (ACT & SAT)

1. Have you taken the ACT, SAT, or any practice tests yet? If not, what is holding you back from taking them?
2. What do you personally need to do in order to prepare for the ACT or SAT?
3. What specific tests do the colleges you are considering attending require you to take?

#### Timeline for Applying to College

1. What are the application deadlines for the schools you are interested in attending?
2. What will set you apart from other students, help you get accepted into your dream school and earn more scholarships?
3. Have you researched the application process for the colleges you are considering attending? If not, why not?

#### Entrepreneurship

##### The Importance of a Team

1. Why is teamwork important? How does teamwork lead to greater productivity and accountability?
2. What skills do you need to improve in order to take on more of a leadership role in a group? Who is one of the strongest leaders in your life? What makes them such a strong leader?
3. Do you prefer working with a team or by yourself? Why? How can working with a team help fulfill your vision?

##### Cultivating an Idea/Recognizing Opportunities

1. Brainstorm a couple solutions for the problem. Do you know anyone who would pay money for your solution?
2. Do you have the skills necessary to solve this problem on your own or do you need help from others?
3. What is a common problem that you experience or see other people experiencing? Is it possible you can make money by helping solve it?

##### Securing Funding

1. How can you prove that you have a solution for a problem before actually creating that solution? What boxes do you need to check in order to show investors the probable success of your idea?
2. Are you the type of person that people want to invest in? Why or why not?
3. Does raising money for an idea scare you? Would you be more comfortable approaching someone you know about an initial investment, or would you prefer to start small and not ask for any outside investments?

##### The Startup Lifestyle

1. Would you rather work for yourself or for someone else? Why?
2. Would you be willing to fail multiple times before succeeding at something? Do you have the passion and determination to overcome roadblocks?
3. Do you know any entrepreneurs or business owners? How did they first get started?

### Everything is Sales

1. Think about your friends. If you could choose two or three of them to start a business with you, who would you choose and why? What are some reasons why you didn't choose other friends?
2. Would you rather work for a lower wage at a start-up company that you believe in or for a higher wage at an established company that isn't exactly what you want to do? Why?
3. How can you sell others on your vision and convince them that what you're doing is worth their time?

### Explore Other Opportunities

#### Internships

1. Would you be willing to take an unpaid internship? Why or why not?
2. What are the benefits you see in taking an internship position?
3. Is there someone you know who works in a field you are interested in? How could you reach out to them to find an internship opportunity?

#### Entrepreneurship

1. How do uncertainty and risk make you feel? Are you comfortable with those things or do you run away from situations that are uncertain and require you to take risks?
2. How can you start educating yourself now to ascertain potential business opportunities? How can you position your mind to identify business opportunities when they present themselves?
3. Most people learn by doing, by helping someone else do something, or by studying how other people have done something. Which style fits you best?

#### Volunteering

1. How can volunteering benefit you and your future career?
2. Where could you volunteer right now to broaden your career potential or to learn more about a certain career path?
3. Do you feel comfortable seeking out volunteer opportunities? Why or why not?

#### Pursue Your Passions

1. How can your personal interests help you stand out in the business world?
2. Do you focus solely on school or work, or do you take time to enjoy yourself and your hobbies? What does the balance between work and play look like for you?
3. What hobbies and passions do you have? How could you use these to help you in a career?

#### Overseas Travel Opportunities

1. What interests you about other cultures or countries? How can you use your personal interests to help others around the world?
2. Does seeing images or videos from other countries motivate you to want to travel? Why do you think that is?
3. Do you enjoy traveling or would you rather stay local? Why? What state would you like to travel to next and why? Which country?

## Unit 2: College & Career Preparation

### Finding Success at Work

#### Why Problem-Solving is Important at Work

1. What is one problem you're currently facing at school or work?
2. What is the first step that you can take to start solving that problem? What's a realistic timeframe for when you hope to solve it?
3. Do you rush to solve problems or do you sit back and really try to understand the best way to solve the problem? What are the advantages of doing it either way?

#### Changing the Way We Think About Productivity

1. What are you willing to give up in order to land your dream job?
2. Do you take advantage of the freedoms that you have at school or in your workplace? How can you hold yourself accountable and keep yourself productive despite having those freedoms?
3. What freedoms do you want to have in your future job?

#### Proper Grooming & Dress

1. How do you typically dress and groom yourself for school or work? Is this an appropriate representation of yourself, your goals, and your values?
2. Should how you dress or groom yourself in your personal life have an impact in how your school or work thinks about and treats you? Why or why not?
3. What are the benefits of having a uniform for school or work? What are the disadvantages?

#### Accomplishing Big & Small Tasks at Work

1. Think about the biggest priorities you have right now over the next two weeks. What has the highest priority? What has the lowest? Take a minute to write down your priorities on a list.
2. What priorities in your life do you have courage to stop? How can cutting your focus in one area to free up time and energy to put towards something else help you accomplish more in life?
3. Have you ever mapped out a plan for something you wanted to accomplish - even if it was only for one day, a week or a month? How did that impact you and did it help you reach your goal?

#### How to Be Enthusiastic About Our Life

1. What is your attitude today? Why?
2. What can you do and say to start each day with enthusiasm?
3. What things make you excited about going to school or work?

### Financial Aid

#### Scholarships

1. What first steps can you take to apply for scholarships?
2. What things are unique to you that can help you get a scholarship?
3. Have you started looking for scholarships? If not, what is stopping you?

#### Student Loans

1. Do you know someone that has a lot of student loan debt? Does that person believe the education they got was worth the financial cost?
2. Do you know anyone who was offered more than one scholarship? Can you ask that person what steps they took to obtain them?
1. Are you willing to work while going to school in order to make payments on your loans early? Why or why not?

#### Grants

1. Have you talked to your family about scholarships or grants? What role do you think they could play in this process to help?
2. Whether it be a grant or scholarship, what are a few things that you think are specific about your life that could help you stand out and gain access to grant money?
3. What is the difference between a scholarship and a grant?

### Work-Study Funds

1. How can you convert an on-campus work study job into a career?
2. How can you ensure you get the most out of a work study program?
3. What jobs on campus would help you advance your career and expose you to new opportunities, people, and departments?

### FASFA/Application Deadlines

1. Think about and discuss all the different ways you can pay for college. What's the quickest and easiest way for you to get money? (Hint: It's free money from the government).
2. What are some ways you can encourage your parents to get their taxes submitted so that you can submit your FAFSA on October 1st?
3. Has anyone at your school talked to you about filling out the FAFSA? Who is the right point of contact for you to talk to about it?

### Job Preparation

#### Resumes & Online Profiles

1. Where can you get help preparing a resume? Which format should you use?
2. Do you know anyone who got into trouble with an employer because of information about them that was found online?
3. What volunteer opportunities, education accomplishments and other experiences have you had that you can put on your resume? Share 2 or 3 examples.

#### Interviewing Skills

1. Interviewers almost always ask what your biggest weakness is. What's yours?
2. Have you ever been interviewed for a job? If so, tell us about the experience.
3. What will set you apart from other people in an interview? What story can you tell about your experiences that relate to a job you would like to have?

#### Follow-Up Letters, Portfolio Creation & Reference Lists

1. Who is one person you could use as a reference and why?
2. Why are follow-up letters important? What should you include in them, and how do you know when it's appropriate to send one?
3. What things would you want your references to say about you and your work ethic?

#### Networking

1. What can timid people do to prepare themselves for networking? What can you focus on to make yourself more outgoing?
2. What are some advantages and disadvantages to social networking compared to in-person networking? Which method do you prefer? Why?
3. What are some do's and don'ts of networking?

#### What Makes a Good Interview

1. What challenges have you had in a previous job? How did you overcome those challenges?
2. What is a strong closing statement you can use to end an interview?
3. Find a friend and ask them to interview you for a made-up position. Find some common interview questions for your friend to ask you. Write down the questions you struggled answering the most.

### Prepare for College and Career

#### Time Management

1. Share an example of a time when someone procrastinated and it came back to hurt them. How could they have acted differently?
2. How do you prioritize what needs to get done each day or week?
3. Are you good at managing your time or do you tend to procrastinate? What can you do to make sure you are using your time wisely?

How to Discover What You Want to Do

1. What's your dream career? Why?
2. Is there someone you could shadow in a job field you are interested in? Who is it, and what field are they in?
3. What interests you? What steps can you take to see if those interests would make a good career for you?

Social Distractions

1. Are there things you need to give up to focus more on your school work? Will cutting out these things be easy or difficult?
2. Is social media interfering with the quality of your homework or the time you spend working on it? What can you do to remove distractions from social media?
3. What activities are you involved in outside of school? What activities would you like to be involved in?

What Are Your Gifts?

1. Look at the people in your class. What are some of their gifts and talents? Share your observations with them.
2. What are some things that you feel you do better than some of the people around you? What career paths lines up with those traits?
3. Have you ever seen someone get burned-out on a job? Why did they get burned-out? Did their job line up with their gifts and talents?

Don't Know Where to Get Help?

1. Name someone who you look up to and feel is successful - whether it be spiritually, mentally, financially, or physically - and how can they be a mentor to you?
2. Have you ever listened to a podcast or read a book that helped give you clarity about who you want to be in the future? Which books or podcasts, and how did they help?
3. Who could you trust today with questions about struggles or pressures you have in your life and why?



### Unit 3: Starting School & Getting the Job

#### Traits of a Successful Student & Employee

##### Traits of a Successful Student & Employee

1. Why is eye contact important? How can it help or hurt you in the workplace? How can you tell if you are good at making eye contact?
2. Give some examples of jargon that should not be used during an interview. How do words and speech patterns display professionalism?
3. How important is it to dress professionally for an interview? How do you decide how dressed up you should be for an interview?

##### Work Ethic

1. What causes you to wake up and say, "I can't wait to go into work or school today?"
2. What would your friends say about your work ethic? Are they more or less critical of it than an employer would be? Are you proud of it? Why or why not?
3. Do you have a reputation for being late, on time, or early? What changes can you make to appear on time or early for work every day?

##### Problem-Solving & Decision-Making

1. Are you afraid to make mistakes? Are you scared to push yourself or take a risk because you're afraid of failing? How can you change your mindset so that you're able to overcome those fears?
4. What is the last wrong decision you made? What did you learn from it? How did it make you better?
5. Employers want people who can solve tough problems, not easy ones. Are you the kind of person that is capable of solving tough problems? How do you know if you're qualified to take on really hard problems?

##### Driven & Dependable

1. Are there people in your life that help you stay driven and motivated? Is it easier or more difficult to stay driven if someone is holding you accountable? Why?
2. What feelings do you feel when you remain driven? What's the end goal or reward for the hard work you put in?
3. Are you a driven person? What people or things help you stay driven? What do you need to help drive you even more?

##### Life-Long Learner

1. What opportunities to learn are you passing up? How can you make sure to humbly take every opportunity to learn, whether it's from a positive experience or a negative one?
2. Describe one of the more difficult experiences you've had to go through in life. What lessons can you take away from that experience?
3. Do you ask a lot of questions or are you always telling people what you think? What would your friends say about you?

#### Life Skills

##### Household Basics

1. What do you rely on others to do for you around the house? How can you start taking responsibility for these things? What might their reaction be?
2. If you had to maintain a house all by yourself in the next 4 years, would you be to do it? What would be the hardest part? Why?
3. In what ways do you take responsibility around the house? How often do you do these things? Do you only do them when you are told to do them?

##### The Art of Negotiation

1. What is one thing you would like to negotiate with your parents or an older relative? How can you make that thing a win-win for both you and for them? Practice your negotiation with a friend.

2. What are some things you can negotiate that you didn't think about before? How do you know when to concede a negotiation?
3. Have you ever negotiated something? If so, what was it? How did it play out?

#### Staying Safe & Healthy

1. What area of your health would you like to focus on improving (physical, mental, emotional, social or spiritual)? What specific area would you like to focus on first?
2. Do you know someone that is in an unhealthy relationship? What advice can you share with them about how to fix that unhealthy relationship?
3. Describe what a healthy person looks like to you. What areas about themselves do they focus on the most? Are there different types of healthy people?

#### Moving Out

1. Do you know how to do your own laundry, set a budget, cook, perform basic maintenance tasks, etc.? Ask your parents or a friend that lives on their own what you need to know before you move out.
2. What's the scariest part about moving out to you? What can you start doing now to help you prepare for the transition?
3. Do you rely on your parents to support you financially? What are some things that your parents pay for now that you're going to have to take over and pay for later?

#### The Art of Conversation

1. What can you say or do to be more interested in other people while they are talking to you? Start a conversation with someone and find out as much as you can about the hobby they're most interested in.
2. How can you help someone recognize that they're an "over talker" in a tactful way?
3. How much do you talk about yourself when talking to other people? How much do you ask the other person about themselves? What do you think about people who only talk about themselves?

#### Make Yourself Marketable Now

##### Making the Choice & Accepting Responsibility

1. What is one other thing you need to take responsibility for that you are currently blaming on someone or something else?
2. Has there been a time when you took responsibility for a mistake? How did it feel? Were you humble or reluctant to accept responsibility? How did the other people involved respond?
3. Think about the grades you're currently getting in school. Are you taking responsibility for them; or have you found something or someone else to blame them on? What's the first thing you should do in order to start taking responsibility?

##### Extracurricular Activities & Clubs

1. What activities or groups would you like to become involved in? What's preventing you from getting involved?
2. How can you use your personal interest to help create a brand and story that will be interesting to employers? What are some characteristics that you have built through these activities?
3. What extracurricular activities have you been involved in outside of work and school?

##### How to Stay Curious and Motivated

1. Do you think pinning a sign or note to your bedroom wall will help you stay focused on a goal? Why or why not? What else could you do to help keep your biggest goal at the forefront of your mind?
2. How should you approach someone who doesn't encourage the things you're interested in? How can you turn them into a believer?
3. What is one thing you're currently interested in but don't know much about? Make a goal to spend twenty minutes a day for the next week exploring this subject. What can you cut out of your normal routine to give you the extra twenty minutes you need to research?



### Creating a Vision for Your Life

1. Have you ever gone through a period in your life when you read self-help books or online articles to help you figure out what your place in life is and what you want to be? How did they help you? What did you learn?
2. What does it mean to "succeed the way that you want to succeed"? How can you apply this to your life?
3. What does success mean to you? What kind of friend or family member do you want to be?

### Life Experiences

1. Think of three creative ways to break your current routine. Make a plan with your friends to do something out of the ordinary this weekend. What are you going to do?
2. Do you think life experiences are important to future employers? How would you answer if an interviewer asked you to "tell me about yourself"?
3. What is your most interesting life experience? What sets you apart from everyone else?

### Resources

#### Teachers

1. What is something you have learned from a teacher that wasn't related to the class or subject they taught? Can you think of something you have taught a teacher?
2. What types of questions can you ask your teachers? Can they give you insights into how to study better, how to get an internship, what you need to improve or what they see as your greatest strength?
3. What teacher has really impacted your life? How?

#### Parents/Guardians

1. What is some advice that your parent/guardian has shared with you that has really stuck with you? Share it with your classmates.
2. Think of one meaningful question that you can ask your parent/guardian tonight. What question are you going to ask them? What's your anticipated response? Share an update tomorrow about what they said.
3. When was the last time you had a meaningful conversation with your parent or guardian about your future? Or about your strengths and weaknesses?

#### School Groups

1. Think about the groups you're involved with. What's one thing you've learned from the leader of the group and one thing you've learned from a peer in the group?
2. How are groups getting more and more specialized? What is the most niche group that you're a part of? It can be a YouTube channel or subreddit you follow or a fan group for a local band, etc.
3. What groups or organizations are you a part of? What common goal are you all working toward?

#### Quality Peers

1. Are you surrounding yourself with people who are always negative and get you in trouble or people who are positive and help you make good decisions? How would your friends classify you?
2. What can you do to make sure you're surrounding yourself with people who will uplift you?
3. Who are the 5 closest people to you? Are they a reflection of you and your values?

#### Mentors

1. Most high schoolers don't have a mentor. Why is this? Are they really missing out on something, or is it not that big of a deal to have a mentor right now?
2. If you could choose one of your teachers to be your mentor, whom would you choose? Why?
3. Who is a mentor in your life? How did you choose this person? What makes a good mentor and a bad mentor?

## Unit 4: Tools for Success

### Personal Finance

#### Budgeting, Saving, & Investing

1. What are you saving money for? How much are you saving? How soon will you have enough money saved?
2. How are you investing your money? If you aren't investing money, when should you start? What do you think is the best investment opportunity for you?
3. What are the common things you spend your extra money on? Should these things be a priority or should you be spending your money on other things?

#### Setting Up & Managing a Bank Account

1. How can you convince your parent or guardian that you need a bank account? Practice your negotiation skills with a friend right now.
2. What is credit? How can you build good credit, and why is that important?
3. Do you have a bank account? What's your favorite method of payment: cash, credit/debit card, or with another app like PayPal, Square, etc.?

#### Smart Shopping

1. How can you resist peer pressure when all of your friends have cooler and more expensive possessions? What can you do to control your ego and do what's smart?
2. Do you consider yourself a smart shopper? Why or why not?
3. In what ways are you a smart shopper? Do you use coupons, wait for items to go on sale, buy in bulk, shop at discount stores, use off-brands, or buy used merchandise?

#### Credit Cards

1. How can you practice good spending habits with a credit card?
2. In what ways is having a credit card better than having cash? In what ways is it worse?
3. Do you have a credit card? If so, do you pay the entire balance every month? Why or why not?

#### What Does a Budget Look Like?

1. Do you think you spend your money wisely? Why or why not? Which one of your friends has a reputation for spending their money wisely?
2. How much do you spend each month? What do you generally spend the most money on? Where do you need to cut back on your spending?
3. Do you have a budget? If so, do you stick to your budget each month? If not, what is keeping you from making a budget?

### Skills You Need

#### Written Communication

1. How does the tone and word choice that you use in your text messages differ from how you write an email or essay or blog post?
2. Explain the value of proofreading. Why is this an important skill for any good writer? Do you think you'll be taken seriously as an employee if you have poor writing skills?
3. What are some common phrases or jargon that you use with your friends that would be inappropriate for you to use in a professional setting?

#### Nonverbal & Verbal Communication

1. How does your non-verbal communication affect your verbal communication in a positive way? How does it affect it in a negative way?
2. Have you ever had your nonverbal communication misinterpreted? Have you ever misinterpreted someone else's nonverbal communication? Explain what happened and if you were able to overcome it.
3. Describe a time when you could tell what someone was communicating without being able to hear them.

### Activities That Energize You

1. How does finding an activity that energizes you help you to get through parts of your day that you dislike? How do you feel when you don't get to re-energize yourself?
2. It's not enough to attend high school or college only to get a diploma. What does this mean to you? How are you making sure you get more than an education at school?
3. What is the #1 activity that energizes you? Why do you place such an emphasis on it? How did you grow to love it so much?

### The Power of Focus

1. What does it mean to think vividly? How does thinking intensely about what it will look and feel like to accomplish something help you to stay focused on a task?
2. Pick a destination that you'd like to go to in the next five years. What is it? What's the first step of the journey that you need to take in order to get there?
3. How can you set aside time in your week to do nothing but think, plan, and focus? Be detailed in your response (what time of day, day of the week, location, etc.).

### Organizing Your Life

1. How can you help other people manage their time more effectively? Do you ever think about how to help someone else become more efficient? Why or why not?
2. Estimate the number of hours a week you spend on your phone and social media. Now estimate the total number of hours a week you *want* to be spending on them. How can you better manage this time?
1. How do you currently manage your time? Are there any safeguards that you've put in place to help keep you organized?

### Behaviors & Traits that Lead to Success

#### Be Proactive

1. Would your friends say that you're typically early, on time, or late to scheduled events? If you're typically early, what drives you to be that way? If you're typically late, how do you address people that think you're disrespectful?
2. Take some time to write down one thing you want to accomplish tomorrow, along with everything you need to do to accomplish that thing. Does writing all this down give you motivation to actually accomplish the task tomorrow?
3. How is your self-esteem impacted when you say you're going to do something and then you do it? Share an example of when you did this.

#### Have Integrity

1. Describe a test of integrity you have faced. What did you do in that situation?
2. What does integrity mean to you? Would your family members say that you have integrity? Why or why not?
3. What would you do if you saw someone drop their wallet? Would you keep it, ignore it, or give it back to them?

#### Develop a Passion

1. Share an example from your life about how a passion of yours continued to grow and grow. How did you first get into it, and what were some of the highlights that continued to pull you in?
2. Describe one passion you have that you haven't told anyone else about.
3. Think about something small that you like to do for other people. Would you consider this a passion? How do you feel when someone complements that thing you do?

#### Be Optimistic

1. Ask a friend or classmate to tell you three good things that they've accomplished this year. Now, tell them three things that you've accomplished this year. How does it feel to share these accomplishments with someone else?

2. Make a list of the five closest people that you surround yourself with. Write the letter "P" next to the people that have an overall positive influence on you, and the letter "N" for those that are negative. What tough decisions do you need to make about who you hang out with?
3. Think back on something that happened last week that made you mad. How could you have reacted to that situation differently in order to send it in a more positive direction?

#### Have Persistence & Dedication

1. Do people tend to follow someone that seems like a quitter? How do you feel about people that run at the first sign of opposition?
2. How do you deal with people who say that you can't succeed or that you're not good enough? How can you respond to them in a positive way, and prove to them who you really are?
3. The ability to get back up after we have been knocked down is essential for us to achieve any real success. Share a time when you felt knocked down but fought to get back up again.

#### Disciplines that Lead to Success

##### Learn How to Study

1. Have you ever tried to take on the role of the teacher during a study session? Were you able to learn and recall information better when you prepared like you had to teach it to someone else?
2. What is your perfect environment for studying? What are the absolute perfect foods to have on hand while studying? Defend your argument!
3. What are some methods you use to study better? Do you listen to music, remove distractions, study right before bed, take practice tests, or study with a group?

##### Dress for Success

1. How would your friends describe your style and appearance? What small tweak could you make in order to better set yourself up for success?
2. How can you develop more confidence in how you dress and look? How can you maintain a positive self-image so that you can take advantage of any opportunity that comes your way?
3. Why do you think dressing for success is important? Think about your dream job; how do most people dress that have that job?

##### Develop Business Vocabulary and Terminology

1. Take a moment and research what "Business English" is. Why is it important for people in the business world to know the different business vocabulary?
2. Is jargon a good or bad thing? When is it okay or not okay to use it?
3. Think about your favorite hobbies. What are some of the words that are specific only to that activity? How can you start learning the words that will be specific to the job or industry you want to go into?

##### Cultural Sensitivity

1. What can you do to make sure you are being sensitive to the cultures around you?
2. Have you or anyone else in your family ever traveled to another country? What were some interesting or unique things that your family or you learned about the culture there? For instance, were there things that seemed normal to do to you, but that you had to be careful about doing there?
3. How would you describe your cultural background? In what way does it make you unique?

##### Self-Assessment & Awareness

1. "If you inaccurately assess yourself, then you're unlikely to perform at your peak ability." Do you agree or disagree with this statement? Explain your answer.
2. How can you take traits that others would perceive as negatives, and turn them into positives? How can those traits define you and make you unique?
3. Who are the people and what are the standards that you compare yourself to? Do you compare yourself to your peers, other adults, celebrities, or your mentor? What are healthy and not healthy comparisons?