**Agriscience/Biotechnology**

1. View "Agriscience/Biotechnology" video: <https://www.youtube.com/watch?v=6adXfj2mtuU> Review Agriscience/Biotechnology Career ladder. <http://nencpathways.org/uncategorized/agriscience-biotechnology-resources/> Discuss agriscience/biotechnology career opportunities available locally and what training they require. Brainstorm the traits, abilities, transferable skills, etc. that might show a customer has potential in this career path.
2. Have team members choose a local agriscience or biotechnology career (look at approved training options, NCWorks Job Orders, www.nencpathways.org, etc.) and provide local LMI (NCworks.gov, nccareers.org, etc.) to share with the team
3. Invite a speaker from your local community college agriscience and/or biotechnology departments to talk about program offerings, skills/aptitudes needed, etc. \*Optional: take team on a trip to the campus to view the labs

**Health Care**

1. View "Health Care Career Pathways" video: <https://www.youtube.com/watch?v=c9m8RGnhLaw&t=77s> Review Health Care Career ladder. <http://nencpathways.org/uncategorized/health-care-pathway-resources/> Discuss health care career opportunities available locally and what training they require. Brainstorm the traits, abilities, transferable skills, etc. that might show a customer has potential in this career path.
2. Have team members choose a local health care career (look at approved training options, NCWorks Job Orders, [www.nencpathways.org](http://www.nencpathways.org), etc.) and provide local LMI (NCworks.gov, nccareers.org, etc.) to share with the team.
3. Invite a speaker from your local community college health care department to talk about program offerings, skills/aptitudes needed, etc. \*Optional: take team on a trip to the campus to view the labs

**Advanced Manufacturing**

1. View "Advanced Manufacturing Career Pathways" video: <https://www.youtube.com/watch?v=-zMWjONoSKY> Review Advanced Manufacturing Career ladder. <http://nencpathways.org/uncategorized/advanced-manufacturing-resources/> Discuss advanced manufacturing career opportunities available locally and what training they require. Brainstorm the traits, abilities, transferable skills, etc. that might show a customer has potential in this career path.
2. Have team members choose a local advanced manufacturing career (look at approved training options, NCWorks Job Orders, [www.nencpathways.org](http://www.nencpathways.org), etc.) and provide local LMI (NCworks.gov, nccareers.org, etc.) to share with the team.
3. Invite a speaker from your local community college advanced manufacturing department to talk about program offerings, skills/aptitudes needed, etc. \*Optional: take team on a trip to the campus to view the labs

**Business Support Services**

1. View "Business Support Services Career Pathways" video: <https://www.youtube.com/watch?v=cN7M5-lt5tk&t=36s> Review Business Support Services Career ladder. <http://nencpathways.org/uncategorized/business-support-services-resources/> Discuss BSS career opportunities available locally and what training they require. Brainstorm the traits, abilities, transferable skills, etc. that might show a customer has potential in this career path.
2. Have team members choose a BSS career (look at approved training options, NCWorks Job Orders, [www.nencpathways.org](http://www.nencpathways.org), etc.) and provide local LMI (NCworks.gov, nccareers.org, etc.) to share with the team.
3. Invite a speaker from your local community college BSS related departments (Business, IT, Logistics) to talk about program offerings, skills/aptitudes needed, etc. \*Optional: take team on a trip to the campus to view the labs

**General Career Pathways**

1. Look through the [www.nencpathways.org](http://www.nencpathways.org) website with center staff.  Discuss what information on the website might be helpful when working with customers. Also ask if there is information which they would like to see included on the website in the future.
2. Communication:  Ask staff who use Social Media to follow NENC Career Pathways on their chosen platforms. Review the most recent newsletters (monthly and Pathways in Action) and have any staff who isn't receiving sign up. Discuss ideas for events/information that your center could share to be highlighted on website/social media or in the newsletter.
3. Review GADJ Lesson plans. <http://riverseastwdb.org/staff-resources/guidance-direction-for-job-seekers/> Discuss with staff how to utilize these lesson plans with customers. Brainstorm partners you can share this FREE resource with. \*Optional: Choose one to complete with staff
4. Use roleplay scenarios with staff to think through how to help customers overcome barriers. (see examples below, you can use these or your own)
5. Discuss potential success stories from your center. Encourage staff to think of people who are currently working in one of the career pathway areas. Make note of the persons’ name, training/assistance received through NCWorks, place of employment and which staff member is connected to them. \*Optional: show a success story video or graphic from your area. (The “potential success stories” should not be examples already provided to the WDB, but you can share what you’ve brainstormed as new success stories with your WDB.)

**Resources**

\*Be sure to utilize resources available to you, including:

Traitify <http://nencpathways.traitify.com>

NCCareers [www.nccareers.org](http://www.nccareers.org)

O\*Net [www.onetonline.org](http://www.onetonline.org)

Powtoons (by TPWDB) <https://www.youtube.com/channel/UCk1FK8v9NENeWcsp_BceRlQ>

NC LEAD Employment Data Tools <http://nencpathways.org/resources/nc-lead-employment-data-tools/>

*Consider Region specific options like Virtual Job Shadow, eSkill, etc.*

**Sample Role Play Scenarios- Customer Stories**

1. Felicia is a single mom who currently works at a grocery store as a

cashier/stocker. Her Traitify results show that she has aptitude and

 interest in health care careers. She has her high school diploma,

but wasn’t a great student and is worried about how well she would

 do if she returns to school. Sometimes, Felicia struggles with reliable child care.

1. Marcus recently separated from the military after 6 years of service.

He operated heavy equipment in the military, and his Tratify results

show that he is a Naturalist, preferring the outdoors. Marcus also has PTSD,

which means that some days are more difficult for him than others, and he has

to be careful of triggers like loud noises.

1. Sue had worked at the local textile plant for the past 20 years, but last week

 they closed their doors with little notice. Sue is 58 and not quite ready to

retire, but she has only ever worked in factories. Her most recent position was production assistant, which required her to maintain records of daily production for the production manager. There are no factories left within a 30 mile radius of her home. Also, Sue has never had her license and has been riding to and from work with co-workers. There are limited options for public transportation in her town. Sue has her high school diploma and

OSHA 10 certification.

1. Joe has a recent conviction for possession of marijuana. While in jail, he worked

on his GED but wasn’t able to complete it. As a condition of his probation, Joe

needs to work and pay fees. Joe has a knack for technology, and his Traitify results

show that careers in Information Technology would be a good match. But Joe is

worried that his conviction and lack of education will hold him back.

1. Kim is 19 and a recent high school graduate, but she has never held a job. She is

very shy and soft spoken. She’s not sure what she wants to do or what she would

be good at, but she knows that she wants to earn a paycheck so she can move

out of her parents’ house and get her own car.

1. Isaiah is 25 and on the autism spectrum. He is really good at fixing things

like small appliances, but his social skills are lacking (no eye contact,

doesn’t greet people, etc). He completed his certificate (NOT A DIPLOMA)

 in high school a few years ago, and has been at home watching TV with

his grandpa since then. He says that his parents don’t want him to work but

he is tired of watching TV and wants to make some money.