HEALTH CAREERS
A Guide to Finding Entry-Level Jobs in Health Care
Teacher’s Guide
Dear Teachers:

The United States Department of Labor projects that the field of health care will continue to experience tremendous job growth over the next decade. This growth provides an excellent opportunity for adult learners to enter into a stable career with opportunities for advancement. Many of these high-demand health jobs require less than two years of professional training.

This teacher’s guide includes teaching suggestions, lessons and activities that will help to increase student knowledge about health careers. We have focused on four career sectors: 1) patient care; 2) imaging and diagnostics; 3) health information and records (informatics); and 4) administrative and support services. These areas encompass a wide-range of positions with a variety of job duties and responsibilities.

This curriculum, targeted to ESOL and ABE students at an intermediate or above level, is intended to provide a general overview of career information and resources. Please be assured that you do not need to be an expert in health careers to teach this curriculum. Your role is to provide students with a general understanding of the types of health careers they can pursue and the career resources and educational opportunities available in your community. Organizations such as Career Source Florida, Job Corps, local school district adult education programs, career and technical centers and state/community colleges are often able to provide students with individual career planning assistance.

This publication is intended to serve as a basic introduction. We recommend that students who are interested in pursuing a health career conduct additional research regarding the position responsibilities, training requirements, salaries and job opportunities for the occupation in which they are interested.

If you are interested in incorporating other health-related topics into your instruction, check out FLC’s *Staying Healthy: An English Learner’s Guide to Health Care and Healthy Living* and *Staying Healthy for Beginners*.

Special thanks to the Florida Department of Education, Division of Career Development and Adult Education, and the Florida Blue Foundation.

Florida Literacy Coalition
Florida's Adult and Family Literacy Resource Center
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Learning Objectives

1. Students will be able to explain the difference between a job and a career.
2. Students will be able to list three types of job training.
3. Students will understand the difference between starting pay and median pay.
4. Students will be able to describe the relationship between training and job advancement.
5. Students will explain the different kinds of job skills.
6. Students will list common locations for job training.
7. Students will understand the difference between a loan and a scholarship.
8. Students will list at least two community career development/job training resources.

Suggestions for Teaching Content

- Key vocabulary words are bolded in the text. Encourage students to refer to the glossary for detailed definitions. Help students to locate and pronounce the key vocabulary before reading the text.

- Have students take turns reading the text. Ask them to write down any words or concepts they do not understand. Discuss the words students have listed.

Key Vocabulary

- Job
- Career
- Career Field
- Career Goals
- Job Skills
- Certificate
- Associate Degree
- Pay Range
- Starting Pay
- Raise
- Median pay
- High-Demand Jobs
- Job Shadowing
- Health Care Jobs
- Job skills
- Accreditation
- Reputation
- Grants
- Scholarships
- Loan
- FAFSA
• When introducing the concept of a career ladder, point out that each step has a different level of skills and wages. Explain that job level and pay are usually influenced by a student’s experience, skills, training, and education.

• Discuss the common types of training: on-the-job, certificate program and degree program. Explain how training programs can build on one another. For example, a certified nursing assistant (CNA) can enter a bridge program to become a registered nurse (RN). This bridge program will give the student credit for all the previous classes that were taken.

• Help students to read the “Certificate or Associate Degree” chart and identify the relationship between pay and training.

• Explain it is important for students to know and be able to describe their strengths to others and to recognize their skills.

• Starting pay and median pay are listed for each job description in the next section. The chart on page 5 illustrates how median pay is calculated. This is a good opportunity to review how to read a chart as well as to illustrate how to calculate the median of a group of numbers.

• Explore the certifications at Florida Ready to Work, which is an employee credentialing program that tests job skills and work habits. The credentials can give students an advantage when applying for jobs or training programs.

• Encourage students to investigate free or low-cost job skill training programs before other tuition-based programs. These include Career Source Florida; Job Corps; area state/community colleges; and career and technical centers.

Ideas to Encourage Discussion

The following pages offer page-by-page discussion topics to ask your students as you move through this section. The questions are designed to get students thinking about what type of health career they may want to pursue as well as the factors that are important when choosing a career.
Page 2

• Ask students to explain the difference between a career and a job. (A job is work that you can have at any time and in any field; a career is seen as a sequence of related jobs usually pursued within a single industry or sector e.g. “a career in healthcare”.)

Page 3

• Break students into small groups and have them discuss their answers to the career questions listed on this page.

• Ask students why it is important to consider their likes and dislikes when deciding on a career.

• Brainstorm a list of people that students can talk to for career advice. Explore other ways to find career information, including school resources, library and the internet.

• Discuss the qualities needed to be a good health care worker. Ask students to add more qualities to the list.
Page 4

- Ask students to brainstorm their job skills. Have them identify which ones they need to improve. Ask them to write down the skills they do well. Explain that this will help the student “market” themselves to a prospective employer.

Page 5

- Encourage students to consider the importance of pay range, training and experience. Ask students, “If five different people applied for the same job at the same level, would everyone be offered the same pay? Why or why not?” (Explain that someone with more training/education might be paid more.)

- Ask students about their job experiences. Have they ever received a raise? Why would an employer give a worker a raise?
Types of Training
Training is a good way to learn job skills. These skills can help you get a new job or better pay. Some jobs offer on-the-job training. This means you learn the skills while working. Other jobs require a certificate or degree to be hired.

You may have a few questions. Why should I get training? Is it worth the cost?

A CERTIFICATE (C) is a document that proves you took special classes to learn new skills. It can take a few days or months to earn. You may be required to pass a test at the end of the training to get a certificate.

An ASSOCIATE DEGREE (A) is a college degree that takes two years or more to finish.

<table>
<thead>
<tr>
<th>Certificate or Associate Degree?</th>
<th>Job</th>
<th>Average Month Pay</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home Health Aide</td>
<td>$11.30</td>
<td></td>
</tr>
<tr>
<td>Medical Assistant (C)</td>
<td>$14.00</td>
<td></td>
</tr>
<tr>
<td>Medical Administrative Specialist (C)</td>
<td>$15.00</td>
<td></td>
</tr>
<tr>
<td>Pharmacy Technician (C)</td>
<td>$15.00</td>
<td></td>
</tr>
<tr>
<td>Dental Assistant (C)</td>
<td>$15.00</td>
<td></td>
</tr>
<tr>
<td>Licensed Professional Nurse (C)</td>
<td>$21.00</td>
<td></td>
</tr>
<tr>
<td>Cardiovascular Technician (C)</td>
<td>$24.50</td>
<td></td>
</tr>
<tr>
<td>Respiratory Therapist (P)</td>
<td>$27.00</td>
<td></td>
</tr>
<tr>
<td>Physical Therapist Assistant (A)</td>
<td>$29.00</td>
<td></td>
</tr>
<tr>
<td>Dental Hygienist (A)</td>
<td>$30.50</td>
<td></td>
</tr>
<tr>
<td>Registered Nurse (A)</td>
<td>$31.50</td>
<td></td>
</tr>
</tbody>
</table>

Compare
Look at the jobs in the table. The jobs with (C) at the end need a Certificate. The jobs with (A) at the end need an Associate degree. What do you notice about the salaries of the different jobs?

Where Can I Get Training?
There are many places to find health job training. Here are a few:

- County Career and Technical Centers provide training for certificates. Most programs last a few weeks or months. These centers are often a good low-cost option.
- Private Career and Technical Centers provide training for certificates. It is important to carefully research these schools.
- Community and State Colleges provide some training for certificates as well as two-year and four-year degrees.
- Four-year Colleges and Universities offer four-year degrees and are public or private.
- Apprenticeships are on-the-job training programs that allow students to learn while they are on the job.

Choosing a School
Research any school that you may want to attend. Many schools have a good REPUTATION and teach the skills you need to get a good job. Others do not. Some schools charge much more money to study for the same degree or certificate than others. Do not be afraid to ask for help from a teacher, school advisor or your local CareerSource Florida program. Do your research and make a choice that is smart for you.

Page 6
- Ask students to discuss their training experiences. What type of school did they attend? How long was the program? How expensive? Did they receive a certificate or degree?
- Brainstorm a list of health care job training locations in your community.

Page 7
- Explain the importance of choosing a school based on the specific type of training desired.
- Discuss the differences between non-profit and for-profit schools and colleges.
- Define key elements (such as cost, accreditation, retention rates and graduation rates) that students should consider.
- List the pros and cons of online and traditional classes.
Page 8

- Invite speakers from your local Career Source, technical center or community college to discuss their programs and academic services. Many local Area Health Education Centers (AHEC) also have health career education programs.

Page 9

- Have students explore FloridaShines (a program of MyCareerShines), which is a free online career planning system that provides career and educational exploration and information. MyCareerShines includes assessments for interests, skills and values as well as information on careers and post-secondary education. MyCareerShines is available for use by all Floridians at no charge.
Juan wants a career in health care. His career goal is to be a nurse in a hospital. Juan started his career as a CNA (certified nursing assistant) in a nursing home. He really liked being a nurse and wanted to learn more.

Juan decided to get more training in his career field. He took more classes to become an LPN (licensed practical nurse). This is a skilled job. It has more duties and pays more money. Juan got a new job as an LPN at a hospital.

Juan is a good nurse. He wants to learn more skills. He applied for a scholarship to help pay for more training. He received an associate degree in nursing. He got a new job at the hospital and received a pay raise. Juan is now an RN (registered nurse). This is a high-skilled job.

Each time Juan had more training, he increased his job skills. He was able to do more things to help his patients.

Answer Key

1. What did Juan choose as a career field? Nursing

2. What was his career goal? To become an RN

3. What jobs did Juan do in his career field? CNA, LPN, RN

4. Why do you think Juan choose this career field? He likes to help improve the health and well-being of patients

5. Where would Juan go to school to become an CNA? A vocational or technical college

6. Where could Juan go to get his associate degree? A community college

The student worksheet can be found at the end of this guide.
Activity 2: Health Career Vocabulary Practice

Teaching Steps
1. Copy the bottom half of this page and distribute to students as a half page worksheet.
2. Review the career and training vocabulary with students.
3. Have them work complete the worksheet individually and then review as a class.

Answer Key
__a__ career goal  a. a plan about your career
__c__ career  b. a college degree that takes two years or more to finish
__d__ career field  c. a profession that someone does for a long time
__b__ Associate Degree  d. a group of jobs that use many of the same skills
__f__ starting pay  e. the work people do as part of their jobs
__e__ duties  f. the pay that you might get at a new job

The student worksheet can be found at the end of this guide.

Activity 3: Comparing Schools

Teaching Steps
Ask students to choose a specific type of health care training to research (LPN, X-ray Technician, etc). Encourage students to use several resources to complete the worksheet. They may need to call or visit local training schools to gather information. Once they have gathered information on the schools, have the students pick the best option. Discuss with the students their process for choosing a school.

Students will likely need teacher assistance to complete this project. It may be helpful to research a sample school as an example. The class may also want to make a list of local training and career resources as well as useful websites before starting the project.

The steps listed in the directions are just suggestions. Depending on your area and the type of training program, other resources may be required.
Activity 3 Worksheet: How to Choose a Training Program

Your friend Jamie has decided to sign up for a new career training program. He wants to be a ____________ (choose a health care job). Jamie needs your help finding a school.

**Step 1:** Find 3 training schools in your area. List these schools on the worksheet. Visit the Florida Career Source, CareerOneStop and FloridaShines websites for help. Many regional Career Source websites list approved training locations and costs for the local area.

**Step 2:** Find out if the schools are accredited. This is a review of a school to make sure it is good quality. Visit the U.S. Department of Education website. To search a school, type the name into the search box.

**Step 3:** Visit the College Score Card website to see if there is any information on the schools you picked. Click the + sign next to name. Type the school name into search box.

*If there is no information, move on to step 4.*

**Step 4:** Visit each school’s website or call the school to fill in the worksheet.

<table>
<thead>
<tr>
<th>Name of school</th>
<th>Is the school accredited?</th>
<th>How long is the training?</th>
<th>How much does it cost?</th>
<th>How many people finish the training? (Graduation rate)</th>
</tr>
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</table>

The student worksheet can be found at the end of this guide.
Activity 4: Vocabulary Pronunciation Activity

Teaching Steps
1. Say each word below and have students decide which syllable is stressed.
2. Have students underline the stressed syllable in each word.
3. Explain that there are similar patterns in words with the same endings, for example –ant, -ist, and –ologist. Challenge students to think of other professions with these endings?

<table>
<thead>
<tr>
<th>as sis tant</th>
<th>cer tif icate</th>
<th>pro ce dure</th>
<th>tech ni cian</th>
</tr>
</thead>
<tbody>
<tr>
<td>diag no stic</td>
<td>hy gien ist</td>
<td>nurse</td>
<td>tech no logist</td>
</tr>
<tr>
<td>ca reer</td>
<td>me di cal</td>
<td>re pu ta tion</td>
<td>the ra py</td>
</tr>
<tr>
<td>car di o vas cu lar</td>
<td>pa tient</td>
<td>scho lar ship</td>
<td>train ing</td>
</tr>
</tbody>
</table>

The student worksheet can be found at the end of this guide.
Explore Jobs in Health
Student Guide pages 10-23

Learning Objectives

1. Students will list and explain the types of jobs in the four career areas listed in guide.
2. Students will explain the key terms used in the job descriptions.
3. Students will identify which jobs are in high demand.
4. Students will list at least one resource that can be used to research a specific job.

Key Vocabulary

- Health Care Jobs
- Patient
- Training
- Job Title
- Duties
- Pay
- Vital Signs
- Administrative
- Procedure
- Imaging
- Diagnostics
- Hygiene
- Surgery
- Next Steps
- Informatics

Suggestions for Teaching Content

- Key vocabulary words are bolded in the text. Encourage students to refer to the glossary for detailed definitions. Help students to locate and pronounce the key vocabulary before reading the text.
- Allow extra time to review the sample job listing on page 8. Students may encounter unfamiliar medical terms or procedures in the job listings. Many of these terms are defined in the glossary.
- Point out that the pay data in the guide is based on 2017 information provided by the Florida Department of Economic Opportunity. Updated data can be found at http://www.floridajobs.org/labor-market-information
- Emphasize that training requirements vary from school to school. This guide provides a general idea of how long most programs take.
- Point out that even though some jobs do not require formal training, experience may be required.
Class Activities and Projects

Activity 5: Health Care Career Jobs Quiz

Teaching Steps
1. Make a list of 10-12 job titles from the career guide. Select occupations that have distinct and differing responsibilities.
2. Divide students into two groups and give each group the list.
3. Read the job descriptions aloud and have the students guess the job title.
4. Each team receives 1 point for every correct answer. The team with the most points at the end of the game wins.
5. You can offer optional bonus points if students recall if the occupation requires a certificate, associate degree or no formal training.

Activity 6: Health Care Job Reflection

Teaching Steps
The purpose of this activity is to help students consider what health care career might be a good fit for them. It can be used alone or can be used as the first step to begin Activity 3: Health Career Research Project. The student worksheet can be found at the end of this guide.

On the worksheet, students will answer the following questions:

1. Which health care job is the most interesting to you?
2. List three things you find interesting about this job.
3. List two reasons you would be good at this job? (Brag about yourself!)
4. What is something you can do now to prepare for this job?
Activity 7: Health Career Research Project

Teaching Steps

This activity will help students learn how to research health care jobs. Emphasize the importance of researching training requirements and job duties before choosing a profession.

Ask students to choose one or two careers from the book that might interest them. Assign students to complete a research project about this career and present their findings to the class. Students can use the included project worksheet as a framework to guide the research process. Direct students to use the resources listed in the guide as well as to contact local schools and career development centers. **This project will take more than one class to complete.**

Students can begin their research at these websites:

[https://explorehealthcareers.org/career-explorer/](https://explorehealthcareers.org/career-explorer/)

<table>
<thead>
<tr>
<th>What job do you want to learn more about?</th>
</tr>
</thead>
<tbody>
<tr>
<td>What do people do in this job?</td>
</tr>
<tr>
<td>(Job Duties)</td>
</tr>
<tr>
<td>Where do people who have this job work?</td>
</tr>
<tr>
<td>Why are you interested in this job?</td>
</tr>
<tr>
<td>Where can you get training?</td>
</tr>
<tr>
<td>How much will it cost?</td>
</tr>
<tr>
<td>What does the job pay?</td>
</tr>
<tr>
<td>(starting salary and median salary)</td>
</tr>
<tr>
<td>If you could talk to someone who has the job, what questions would you ask?</td>
</tr>
<tr>
<td>Where did you find information to answer these questions?</td>
</tr>
<tr>
<td>-- Who can you talk to about the job?</td>
</tr>
<tr>
<td>-- What internet sites have information about the job?</td>
</tr>
<tr>
<td>-- What places can you call to get information?</td>
</tr>
</tbody>
</table>

For students who are seriously considering a career in health, encourage and assist them to identify someone working in the occupation to interview. Friends, area hospitals, nursing homes, and health clinics can all be good resources to find someone willing to discuss their background and experience.

The student worksheet can be found at the end of this guide.
Ideas from the Field

Santa Fe College’s Adult Education Pathways to Brighter Futures program has implemented an innovative contextualized learning opportunity for its students in the area of health care careers.

The American Heart Association’s Basic Life Support (BLS) certification is a requirement for most patient care jobs. For many adult learners, completing the certification in the traditional four-hour class framework is challenging. To address this obstacle, staff at Santa Fe College decided to bring the training in-house.

A staff member completed the certified instructor course which enables the class time to be extended to 20 hours. The instructor certification process is quite simple and provides a tremendous benefit to students. The instructor can tailor the class to meet the unique needs of adult learners. The curriculum can be taught in smaller chunks with sufficient time devoted to reading the manual; studying anatomy and physiology; and learning new vocabulary. Once students have a firm understanding of the BLS material, they learn the hands-on skills (compressions, breathing, AED use). Students who do not demonstrate mastery can take the class again.

The extended time given to teaching the material combined with additional related subject matter also increases the depth of student understanding. As such, the BLS certification becomes not only more beneficial to students (as they will retain more information than those that take it in one day) but the completion of the certification becomes more meaningful. For many students, this is the first time they have completed any class or training. This experience provides valuable lessons regarding perseverance and achievement.

To learn more about this training, e-mail Julie Falt, Adult Education Program Coordinator at Santa Fe College, at julie.falt@sfcollege.edu.
Resources: Helpful Links for Teachers and Students

Health Career Information and Training Resources

Florida Shines: Explore Colleges and Universities
https://www.floridashines.org/go-to-college/explore-colleges-universities

Occupational Outlook Handbook: Health Care Occupations
https://www.bls.gov/ooh/healthcare/home.htm

Explore Health Careers
https://explorehealthcareers.org/career-explorer/

CareerOneStop Job Videos

CareerOneStop Training Directory

U.S. Department of Education - Check School Accreditation

College Score Card
https://collegescorecard.ed.gov/

Career Source Florida (Visit regional website for information on a specific county.)
https://careersourceflorida.com/

List of Florida Technical Schools (by county)
http://www.fldoe.org/academics/career-adult-edu/dist-ps-instit.stml

List of Florida Community Colleges
http://www.stateofflorida.com/community-colleges.aspx/

Florida Training Opportunities for People with Disabilities
http://www.rehabworks.org/brochures.shtml
Florida Ready to Work - Job Training Assessemences
http://www.floridareadytowork.com/studentandjobseekers/

Money for College - Florida Department of Education
https://www.floridastudentfinancialaidsg.org/pdf/nm4c_brochure.pdf

How to Apply for Federal Student Aid
https://studentaid.ed.gov/sa/

**Teacher Resources**

Florida Department of Economic Opportunity Regional Demand Occupation List
http://www.floridajobs.org/labor-market-information/publications-and-reports/labor-market-information-reports/regional-demand-occupations-list

Career Ready Practices: Advance CTE

LINCS: Health Care Career Pathways

Health Care Career Curriculum Resources
San Francisco Welcome Back Initiative—great language building activities
http://welcomebackinitiative.org/englishhealthtrain.org/materials/module/1_1.htm

Center for Rural Health, University of North Dakota
https://ruralhealth.und.edu/projects/scrubs-program/files/interactive_activities.pdf

Integrating Career Awareness into the ABE and ESOL Classroom

Farmworker Career Development
http://www.fldoe.org/academics/career-adult-edu/farmworker-jobs-edu-program/
Juan wants a **career** in health care. His **career goal** is to be a nurse in a hospital. Juan started his career as a CNA (certified nursing assistant) in a nursing home. He really liked being a nurse and wanted to learn more.

Juan decided to get more training in his **career field**. He took more classes to become an LPN (licensed practical nurse). This is a **skilled job**. It has more duties and pays more money. Juan got a new job as an LPN at a hospital.

Juan is a good nurse. He wants to learn more skills. He applied for a scholarship to help pay for more training. He received an associate degree in nursing. He got a new job at the hospital and received a **pay raise**. Juan is now an RN (registered nurse). This is a **high-skilled job**.

Each time Juan had more training, he increased his **job skills**. He was able to do more things to help his patients.

**Answer the questions about the story.**

1. What did Juan choose as a career field? _______________________________________
2. What was his career goal? ___________________________________________________
3. What jobs did Juan do in his career field? _______________________________________ 
4. Why do you think Juan choose this career field? ________________________________
5. Where would Juan go to school to become an CNA? __________________________
6. Where could Juan go to get his associate degree? ______________________________
Vocabulary Practice

Match the vocabulary word with the definition:

_____ career goal  a. a plan about your career
_____ career  b. a college degree that takes two years or more to finish
_____ career field  c. a profession that someone does for a long time
_____ Associate Degree  d. a group of jobs that use many of the same skills
_____ starting pay  e. the work people do as part of their jobs
_____ duties  f. the pay that you might get at a new job

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Vocabulary Practice

Match the vocabulary word with the definition:

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_____ Associate Degree  d. a group of jobs that use many of the same skills
_____ starting pay  e. the work people do as part of their jobs
_____ duties  f. the pay that you might get at a new job
Your friend Jamie has decided to sign up for a new career training program. He wants to be a ____________ (choose a health care job). Jamie needs your help finding a school.

**Step 1:** Find 3 training schools in your area. List these schools on the worksheet. Visit the [Careeronestop](https://www.careeronestop.org) and [FloridaShines](https://www.floridashines.com) websites for help.

**Step 2:** Find out if the schools are accredited. This is a review of a school to make sure it is good quality. Visit the [U.S. Department of Education](https://www2.ed.gov) website. To search a school, type the name into the search box.

**Step 3:** Visit the [College Score Card](https://collegescorecard.ed.gov) website to see if there is any information on the schools you picked. Click the + sign next to name. Type the school name into search box. *If there is no information, move on to step 4.*

**Step 4:** Visit each school’s website or call the school to fill in the worksheet.

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</tbody>
</table>

Activity 3

**Learn More: How to Choose a Training Program**

Name: ________________________
Vocabulary Pronunciation Activity

Instructions
1. Say each word below.
2. Underline the stressed syllable in each word.
3. Note similar patterns in words with the same endings, for example –ant, -ist, and -ologist. Can you think of other professions with these endings?

<table>
<thead>
<tr>
<th>assistant</th>
<th>certificate</th>
<th>procedure</th>
<th>technician</th>
</tr>
</thead>
<tbody>
<tr>
<td>diagnostic</td>
<td>hygienist</td>
<td>nurse</td>
<td>technologist</td>
</tr>
<tr>
<td>career</td>
<td>medical</td>
<td>reputation</td>
<td>therapy</td>
</tr>
<tr>
<td>cardiovascular</td>
<td>patient</td>
<td>scholarship</td>
<td>training</td>
</tr>
</tbody>
</table>
Health Career Research Project

It is very important to gather information about a new job or career. The questions in this activity will help you get started. Choose a career from the health career book that you want to learn about. With your teacher’s help, answer these questions.

<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
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<tbody>
<tr>
<td>What job do you want to learn more about?</td>
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<tr>
<td>What do people do in this job? (Job Duties)</td>
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<tr>
<td>Where do people who have this job work?</td>
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<tr>
<td>Why are you interested in this job?</td>
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<tr>
<td>Where can you get training? How much will it cost?</td>
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<tr>
<td>What does the job pay? (starting salary and median salary)</td>
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<tr>
<td>If you could talk to someone who has the job, what questions would you ask?</td>
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</tbody>
</table>
| Where did you find information to answer these questions? | - Who can you talk to about the job?  
- What internet sites have information about the job?  
- What places can you call to get information? |