

# 3

## MODULE

# Goal Setting

## Strategic Career Goals

### DISCUSSION STRATEGIES

Go to page 68.

### Step 1

### Get started



- A** Refresh your memory! Watch the *What You'll Learn* video.
- B** Look at the photo. What is the person's goal? Are they approaching that goal strategically and intentionally? How do you know? How is the picture a **metaphor** for career goal-setting?
- C** Check your understanding. Go to page 56.



## Step ② Tell your story



**A THINK** In your online course, you thought about a time you made a strategic goal at work, school, or in your personal life. What happened and what did you learn? Listen to the example.

**B PAIRS** Discuss your story.

**C SHARE** Tell your story to the class.

## Step ③ Activate your knowledge



**A PAIRS** Listen and read each person's description of their current job or situation and what they hope to do in the future. Identify their long-term goals and their transferable skills.

My name is **Adriana**. I'm originally from Colombia, but I'm studying Law here in the U.S. and I work part-time in a restaurant. I have to memorize the list of different **specials** every day so that I can tell people about them. I'm lucky, the restaurant I work in is great, so people are usually in a good mood when they eat here. Sometimes customers aren't so nice, though. On busy nights they get annoyed for example, if I don't notice that their water glasses need to be re-filled. I try to stay positive anyway and this usually makes the customers happier, too. On some nights, the manager asks me to be the **hostess**, so I have to take **reservations** for people, greet them when they arrive, make sure they're on the list, and lead them to the right table. I have to make sure I remember all the details so that I don't make a mistake.



Recently, I've been thinking about getting into immigration law when I qualify. I meet a lot of people in my restaurant who have either immigrated from other countries, or who are just visiting but want to move here. But, it's really hard for them to figure out all of the details. There are forms to fill out, and every situation is unique. I really think that I would find it very satisfying if I could help them.

Long-term goal: \_\_\_\_\_

Transferable skills: \_\_\_\_\_

\_\_\_\_\_

My name is **Mahir** and I'm a student. I'm doing a degree in education. When I'm at home, I spend my time studying. Once a week, I tutor high school kids, which I really love doing. When I was younger, school was very challenging for me because I have some **learning difficulties**. But I was taught some strategies to deal with them. Then I realized that what I learned is useful for everyone, not just for the kids with learning difficulties. So, when I tutor kids, I help them understand how to approach learning in general.



When I graduate next year, I'd like to get a job as a high school science teacher. Long-term, however, I'd really like to set up my own private after-school tutoring center. I don't think the traditional education system works for everybody. I'd like to use my personal experience to help kids—all kids—learn how to overcome any challenges so that they can learn more easily—and even develop a love of learning, like I did. In order to do this, I will eventually need to have a team of teachers who would want to work with me. And I would have to learn what's involved in setting up a school. But I really think I could do it if I set my mind to it.

Long-term goal: \_\_\_\_\_

Transferable skills: \_\_\_\_\_

\_\_\_\_\_

**B PAIRS** Work together to identify three possible short-term goals for each person.

Possible short-term goals for Adriana:

1 This month \_\_\_\_\_

2 From September \_\_\_\_\_

3 Next year \_\_\_\_\_

Possible short-term goals for Mahir:

1 This month \_\_\_\_\_

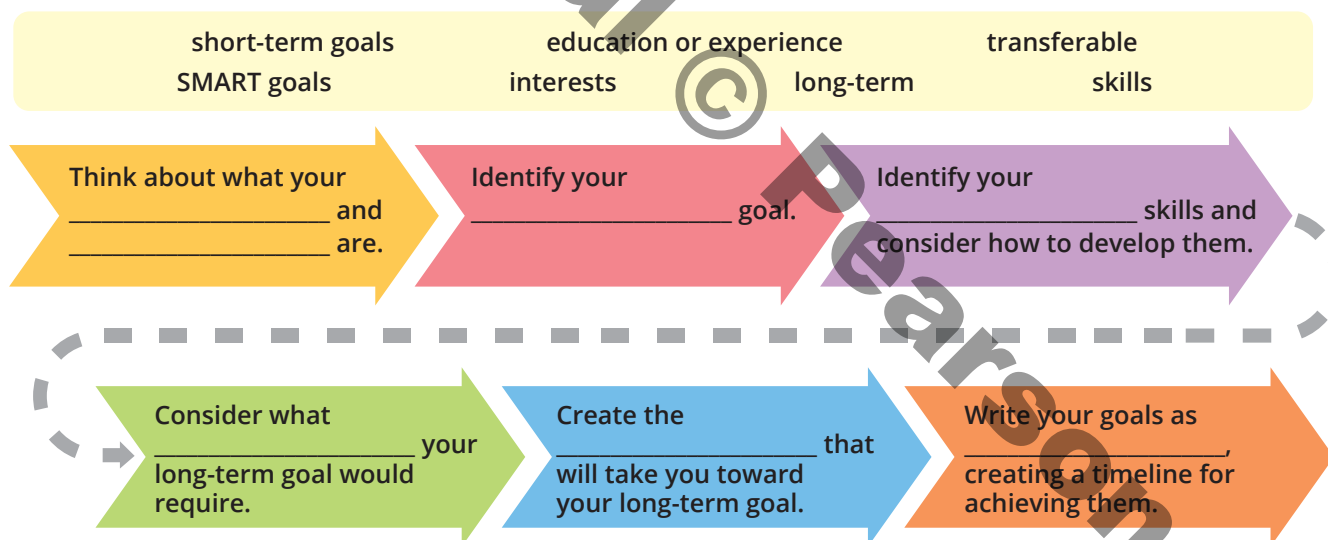
2 From September \_\_\_\_\_

3 Next year \_\_\_\_\_

**C SHARE** Present your ideas to the class. Take notes while other pairs share their answers.

## Step ④ Take away

**GROUPS of 3–5** Think about the process you used to develop plans for the people in Step 3, as well as the information you learned in the online course. Complete the process timeline with the words in the box.



## Step ⑤ Project

**PAIRS** In your online course, you interviewed someone who set strategic goals to achieve a career goal. Tell your partner what you learned. Read the example.

*I interviewed my aunt, who owns her own clothing shop. She told me that she started out thinking she would be a fashion designer, but changed her mind when she realized how competitive it was. So, she changed her goal and decided to open a boutique. She had to take some business courses so that she knew what was involved in running a store. Then she found a retail job so that she could learn  *firsthand*  what it was like. She says that this is now her dream job.*

## Step ⑥ Talk!

**GROUPS of 3–4** How do you figure out what your long-term goal is?

Read the quotes and decide which strategy you think is best. Why?

What other strategies can you come up with?



**Mehmet Ali, Shooting Star Inc.**

“Personally, in order to come up with my own dream job, I needed to do a lot of thinking and reflect on what my deepest desire was. Think about what would make you really happy and what would be best suited to the skills you already have.”



**Emily Moore, Magnetic Solutions**

“I always tell people to write a letter from their 80-year-old self to their present-day self. In the letter, tell yourself what you achieved and what you are the most proud of doing in your life. This can really help people imagine their future selves more clearly.”



**Richard Thompson, The Bright Lights and Big City Company**

“I think the best way to think about your long-term goal is to ask yourself this question: What will you regret, if you don’t do it during your life?”



**Ju Yang, Wang and Wang Global Networks**

“Find a mentor that you can talk to, someone who has experience and wisdom. Share your ideas, your skills, your interests with them. Ask them to be honest and suggest what they think is possible for you to do. Their advice will be the most valuable thing for you.”

## Step ⑦ Going forward



**A PAIRS** In your online course, you reflected on how you will handle planning your career path differently after studying more about strategic career goals. Discuss. Listen to the example.

**B SHARE** Present your ideas to the class.



**VOCABULARY PRACTICE**

Go to page 76.



I can explain the importance of strategic career goals and identify skills and steps to reach them.



## Check your understanding 3

REFRESH  
YOUR  
MEMORY!

Review the Online Course material in your Resources.

Choose the best answers. More than one answer may be correct in some items.

- 1 Who needs to have strategic career goals?
  - a only people who want to change jobs
  - b only people who want to find their dream jobs
  - c people at all stages of their careers
- 2 Why do you need strategic career goals?
  - a They help you control your career path.
  - b They help you make choices so you can grow and develop.
  - c They help you dream about things that seem impossible.
3. You should think about \_\_\_\_ and then set your long-term goal to get your dream job.
  - a the things you can do
  - b the salary and benefits
  - c the things you like to do
- 4 Why should you talk to your manager when you are interested in a new career goal?
  - a to tell the manager you are planning to change jobs and will be quitting
  - b to see if there are opportunities to learn new skills within your company
  - c to explain your new timeline to the manager so she understands your situation
- 5 Yu is a bookkeeper, but he wants to be a licensed accountant. He wrote down several short-term goals, including:

*Take a tax accounting class this fall.*  
*Sign up for the exam in May of next year. If I don't pass this exam, I cannot get a license.*

Why is it important to write these goals?
  - a so his goals are not too small
  - b so he will remember he is SMART
  - c so he can change the goals if necessary
- 6 Samira works at a nail salon. She loves meeting people and taking care of their nails, but recently, she has been thinking she would like to own her own salon. She is worried because she knows she must take some classes to learn how to run a business. Samira's friend owns his own salon, so Samira asks for advice. What should the friend say?
  - a "Your new goal isn't far from your original job."
  - b "You'll have to start over again, so you should think a little more."
  - c "You already have some of the skills, which will help you in your new role."
- 7 Maya leads a team of real estate agents, and she also sells real estate. As part of her job, she talks with others over the phone, on Zoom, and in person. She thinks quickly and responds to clients' concerns and questions. She finds original ways to solve problems. She wants to become a teacher. Which skills can she transfer to being an elementary school teacher?
  - a good communication
  - b ability to be creative
  - c knowledge of how to sell things
- 8 Yonas thinks he has a great job as an Emergency Medical Technician. He loves riding in the ambulance to respond to emergency calls and help others, but he wants to try something new by becoming a Physician Assistant. To re-align his goals and make a career plan, what should he do?
  - a Start an internship to get experience in the new field.
  - b Identify the skills he has that will be helpful in his new job.
  - c Start looking for a new job as soon as possible.