

**Session Name:** Career Connections  
**Progression Framework Phase:** Introductory

Key	
	Things to say
	Instructions
	Supporting Information

<b>Session Plan</b>			
Time: Allow 45-50 mins			
<b>Step</b>	<b>Activity and Description</b>	<b>Resources required</b>	<b>Suggested time required</b>
1	<p><b>Introduction</b></p> <p>Introduce the session</p> <p>First five activity to be used as students are settling into lesson.</p> <p>Refer the students to the task “Can you list a job for each letter of the alphabet?” before beginning the session.</p> <p>Pose this question to students before beginning and see what answers are given. Students can use scrap paper/workbooks to write down their answers.</p> <p>List a job for every letter of the alphabet.</p> <p>Discuss their answers as a group.</p> <p>Once the students have finished this task get them to have a think if there were any jobs that they had never heard of or jobs that they had never thought about before.</p> <p>Job title for X – X Ray Technician</p> <p>Explain to students they have just identified lots of different jobs and the jobs market is ever changing. Jobs prominent today (social media influencer, Artificial Intelligence engineer, drone operators etc) would not have been an option for the previous generation.</p> <p><b>Session aims</b></p> <p>Explain session aims to students.</p>	<p>PowerPoint slide 1 &amp; 2</p>          <p>PowerPoint slide 3</p>	5 minutes

	<p>You might have a dream job in your mind now which is great! But keep in mind that this might change in the future.</p> <p>Society has now moved away from the known 'job for life'. People now have numerous jobs throughout their life and can have different careers, too.</p>		
2	<p><b>Who works together?</b></p> <p>Explain what growth sectors are and how these can vary from region.</p> <p>Explain the next task will be looking at 4 different growths sectors in the NE.</p> <p>Link this back to the a-z task, in 10 years time it is very likely that there will be new jobs created by these growth sectors and future growth areas!</p>	PowerPoint slide 4	2 minutes
3	<p><b>Growth sectors in the NE</b></p> <p>The 4 main growth sectors in the North East are: Health, Energy, Automotive and Technology.</p> <p><b>Health</b> – The North East has one of the highest ranked NHS trusts in clinical research studies in the UK. The Centre for Life is based in Newcastle-Upon-Tyne city centre and it employs hundreds of people from the UK and countries all over the world. They are a world leader in stem technology. (<a href="https://www.northeastlep.co.uk/wp-content/uploads/2021/02/hlsciences-full-strategy-final.pdf">https://www.northeastlep.co.uk/wp-content/uploads/2021/02/hlsciences-full-strategy-final.pdf</a>)</p> <p><b>Energy</b> – The North East has excellent subsea, offshore and energy technologies. They are the leading location in England and offer world class engineering and manufacturing. The NE has over 50 companies with a combined turnover of £1.5bn employing around 15,000 people in high-skilled, well-paid jobs. (<a href="https://www.northeastlep.co.uk/wp-content/uploads/2015/10/NELEP-Subsea.pdf">https://www.northeastlep.co.uk/wp-content/uploads/2015/10/NELEP-Subsea.pdf</a>)</p> <p><b>Automotive</b> – The North East produces 30% of all UK passenger vehicles, making over 350,000 engines per year. The NE is also home to Europe's most successful Electric Vehicle. The UK government has highlighted in recent years the importance of electric vehicles for climate</p>	PowerPoint slide 5	15 minutes

	<p>change. This puts this job sector in a great position for the region! (<a href="https://northeastautomotivealliance.com/automotive-sector/">https://northeastautomotivealliance.com/automotive-sector/</a>)</p> <p><b>Technology</b> – The UK tech industry has a combined market value of \$1 trillion! The UK is Europe's leading tech sector. The North East employs over 27,000 people in digital tech. (<a href="https://www.gov.uk/government/news/uk-tech-sector-retains-1-spot-in-europe-and-3-in-world-as-sector-resilience-brings-continued-growth">https://www.gov.uk/government/news/uk-tech-sector-retains-1-spot-in-europe-and-3-in-world-as-sector-resilience-brings-continued-growth</a> &amp; <a href="https://evidencehub.northeastlep.co.uk/digital-technology-evidence-base">https://evidencehub.northeastlep.co.uk/digital-technology-evidence-base</a>)</p> <p>These are the 4 industries that have been identified as growth sectors in the North East, so keep an eye out for the future! (<a href="https://www.northeastlep.co.uk/key-sectors/">https://www.northeastlep.co.uk/key-sectors/</a>)</p> <p><b>Where does HE belong task</b></p> <p>Task – Match the job to the growth sector – does it require HE?</p> <p>Look at each job title in turn and match job to sector. Then ask students if these jobs need a HE qualification.</p> <p>NB: Some roles may have links to more than one sector. Use this as a discussion point.</p> <p>This uses a lot of animations – make sure you check these before delivering.</p> <p><b>Mechanic – Automotive</b> – There are many different types of mechanics including: motor, plant, electrical and aircraft. Different types of mechanic will have different qualification requirements. Typically, you do not need higher education to become a mechanic however, you do need GCSE's and a college based qualification or apprenticeship. (<a href="https://uk.indeed.com/hire/job-description/mechanic">https://uk.indeed.com/hire/job-description/mechanic</a>)</p> <p><b>Graphic Designer – Technology</b> – Relevant subjects for graphic design work can include: communication design, film and television, fine art, graphic design, photography and visual art. A degree or HND in those subjects may increase your chances to get a graphic designer job however, many jobs in this area are based on the</p>	<p>PowerPoint slide 6</p>	
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	<p>standard of portfolio work and not on educational qualifications.  <a href="https://uk.indeed.com/hire/job-description/graphic-designer">https://uk.indeed.com/hire/job-description/graphic-designer</a>)</p> <p><b>Clinical receptionist – Health</b> – Typically to become a receptionist you do not need a higher education qualification however, for roles with more responsibility a HE qualification in the following areas may be beneficial: business, managements, public administration or secretarial studies  <a href="https://uk.indeed.com/hire/job-description/medical-receptionist">https://uk.indeed.com/hire/job-description/medical-receptionist</a>)</p> <p><b>Electrical Engineer – Energy</b> – It's common to enter an electrical engineering job with a university degree in electrical or electronic engineering and related fields. You can also become an electrical engineer with an HND or foundation degree in subjects similar to those at degree level, but you may enter at a lower grade and will need to work your way up. You'll increase your chances of success if you also have relevant work experience. There are also advanced apprenticeships to get you on the pathway to become an electrical engineer.  <a href="https://uk.indeed.com/hire/job-description/electrical-engineer">https://uk.indeed.com/hire/job-description/electrical-engineer</a>)</p> <p><b>Sales Representative – Automotive</b> – This job does not require a HE qualification but does require a certain set of skills, such as strong customer service skills. You could also argue this role could be linked to the various sectors.  <a href="https://uk.indeed.com/hire/job-description/sales-representative">https://uk.indeed.com/hire/job-description/sales-representative</a>)</p> <p><b>Quality/Improvement Manager – Energy</b> – A career as a quality manager does require either a HE qualification or substantial experience and training. This role would be open to all graduates, but a degree in a relevant area such as business management would be beneficial. You could also argue this role could be linked to the various sectors.  <a href="https://www.prospects.ac.uk/job-profiles/quality-manager">https://www.prospects.ac.uk/job-profiles/quality-manager</a>)</p> <p><b>Physiotherapist – Health</b> - To practise as a chartered physiotherapist you must be registered with the <a href="#">Health &amp; Care Professions Council (HCPC)</a>. To achieve this, you must successfully complete a degree course in physiotherapy, delivered by an accredited institution (this will be</p>		
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	<p>on their website and on UCAS). Some employers might also consider a degree apprenticeship. (<a href="https://uk.indeed.com/hire/job-description/physical-therapist">https://uk.indeed.com/hire/job-description/physical-therapist</a>)</p> <p><b>Service Engineer – Tech</b> – A foundation degree, HND or university degree in the following areas would be beneficial for this job: business information technology, computer science, software engineering or business systems engineering. HE may not be essential for this job role as some employers look for in-depth knowledge of the programs and applications, they use over a HE qualification. (<a href="https://www.glassdoor.co.uk/Career/technical-services-engineer-career_KO0,27.htm">https://www.glassdoor.co.uk/Career/technical-services-engineer-career_KO0,27.htm</a>)</p> <p><b>Accountant – Automotive</b> – You need special, accredited qualifications to become an accountant. A HE qualification may be beneficial. Candidates with a degree are generally preferred to those with an HND by larger employers. You could also argue this role could be linked to the various sectors. (<a href="https://www.prospects.ac.uk/jobs-and-work-experience/job-sectors/accountancy-banking-and-finance/how-to-become-an-accountant">https://www.prospects.ac.uk/jobs-and-work-experience/job-sectors/accountancy-banking-and-finance/how-to-become-an-accountant</a>)</p> <p><b>Quantity Surveyor – Energy</b> – Higher Education is an option as you can take a degree in quantity surveying, accredited by the <a href="#">Royal Institution of Chartered Surveyors (RICS)</a>, but you do not have to have studied this subject to enter the profession, as there are conversion courses if you do a HE course in areas like maths or geography. (<a href="https://uk.indeed.com/hire/job-description/quantity-surveyor">https://uk.indeed.com/hire/job-description/quantity-surveyor</a>)</p> <p><b>Care Assistant – Health</b> – Higher Education is not required however, a college-based qualification may be beneficial in this job role. (<a href="https://uk.indeed.com/hire/job-description/care-assistant">https://uk.indeed.com/hire/job-description/care-assistant</a>)</p> <p><b>Compliance Officer – Tech</b> -. There are HE courses that can help develop required skills for this role, such as economics, business studies or law. Some employers may accept other qualifications. (<a href="https://uk.indeed.com/hire/job-description/compliance-officer">https://uk.indeed.com/hire/job-description/compliance-officer</a>)</p> <p>Allow for opportunity for discussion about the roles and sectors.</p>		
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	Further information can be found at <a href="http://www.prospects.ac.uk">www.prospects.ac.uk</a> .		
4	<p><b>Why and who goes to HE</b></p> <p>Task – Why go to HE?</p> <p>Ask the students, why do some companies ask that their employees have a HE qualification?</p> <p>Allow for discussion.</p> <p>Here are 3 key reasons why companies might ask for their employees to have a HE qualification.:</p> <ul style="list-style-type: none"> <li>• People with subject specific degrees have already shown expertise in a certain area.</li> <li>• Those with a HE qualification have shown a willingness to keep learning and developing, which is seen as a positive trait.</li> <li>• With a crowded jobs market many employers ask for a HE qualification to help narrow down applicants.</li> </ul> <p>Overall, Higher Education requires students to study, manage their own workload and often complete group tasks. Therefore, those with degree level qualifications have demonstrated these skills already, helping them to stand out to employers</p> <p>Ask the students, who goes into HE? And when can you go to HE?</p> <p>After discussing these, move onto the key statistics by animation.</p> <p>In 2021, 86.7% of graduates were employed compared to 70.2% of non-graduates (<a href="https://explore-education-statistics.service.gov.uk/find-statistics/graduate-labour-markets">https://explore-education-statistics.service.gov.uk/find-statistics/graduate-labour-markets</a>)</p> <p>In 2023, 95% of HE level apprenticeship graduates were in professional-level employment 15 months after graduation (<a href="https://graduatemarkettrends.cdn.prismic.io/graduatemarkettrends/3f5cf145-b177-4f40-9dda-4dc56c694582_what-do-graduates-do-2023.pdf">https://graduatemarkettrends.cdn.prismic.io/graduatemarkettrends/3f5cf145-b177-4f40-9dda-4dc56c694582_what-do-graduates-do-2023.pdf</a>)</p> <p>In 2021, the median graduate salary (£36,000) was £10,000 more than the median non-graduate salary (£26,000)</p>	PowerPoint slide 7	5 minutes

	<p>(<a href="https://explore-education-statistics.service.gov.uk/find-statistics/graduate-labour-markets">https://explore-education-statistics.service.gov.uk/find-statistics/graduate-labour-markets</a>)</p> <p>There's no such thing as a typical student. Higher education is more accessible than ever before, and it aims to support people in all walks of life to get the best outcomes and careers. Higher education doesn't just mean going to university, it is any qualification at Level 4 or above. This could be a foundation degree, a degree apprenticeship or an HNC/HND at a College. There are so many options available which you can complete at a University, College or while at work. Higher education is accessible for everyone if you meet the entry requirements. It's never too late or too early to start doing your research!</p> <p>As you can see from the facts on the slide on average graduates are more likely to be employed and be earning more money in comparison to someone who hasn't been into Higher Education. These are just some of the reasons why individuals choose to go into Higher Education</p> <p>Fun fact! – A 96-year-old man was the oldest person to complete a degree in 2021. Archie White studied Fine Art BA(Hons) at the University of Brighton! It is never too late to study. (<a href="https://www.brighton.ac.uk/news/2021/brighton-fine-art-degree-for-the-uks-oldest-ever-graduate#:~:text=Archie%20White%20has%20received%20a,UK%20to%20complete%20a%20degree.">https://www.brighton.ac.uk/news/2021/brighton-fine-art-degree-for-the-uks-oldest-ever-graduate#:~:text=Archie%20White%20has%20received%20a,UK%20to%20complete%20a%20degree.</a>)</p>		
5	<p><b>Occupations – Who supports these roles?</b></p> <p>Task – What roles are required to support a surgeon?</p> <p>Ask students to think about the role of a surgeon. They cannot work alone – who will work directly with and/or support them?</p> <p>Once students have identified roles, ask them if those roles require a HE qualification.</p> <p>Go through examples on the board, move onto next slide to show the qualifications needed.</p> <p>Optional task – What roles are required to support a games developer?</p>	<p>PowerPoint slide 8</p> <p>PowerPoint slide 9</p>	10 minutes

	<p>If you have time, you can repeat the same task for a new role, a games developer.</p> <p>Most of these roles do not explicitly need a HE qualification, but all of these roles would find a HE qualification beneficial and allow people to start in the sector at a higher role.</p>	PowerPoint slide 10	
6	<p><b>Does Higher Education help?</b></p> <p>Discuss the below points:</p> <ul style="list-style-type: none"> <li>• Will your job choice require you to go into HE?</li> <li>• If no, could Higher Education help you progress?</li> <li>• There are many different routes into HE (Foundation, HNC/HND, Colleges, Universities, Degree Apprenticeships)</li> <li>• Some study lengths may seem long, but will they pay off later?</li> <li>• Most occupations work as part of a larger team. HE assists with skills that you will need in many jobs.</li> </ul> <p>Students should reflect on their own career aspirations and consider how HE might help them progress.</p>	PowerPoint slide 11	5 – 10 minutes