



Institiúid na gComhairleoirí Treorach
INSTITUTE OF GUIDANCE COUNSELLORS

The World Of Work

Junior Cycle
Career Guidance Module
Student Manual

The Institute of
Guidance Counsellors



This Booklet Belongs To

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The World of Work

Career Guidance Module For The Junior Cycle

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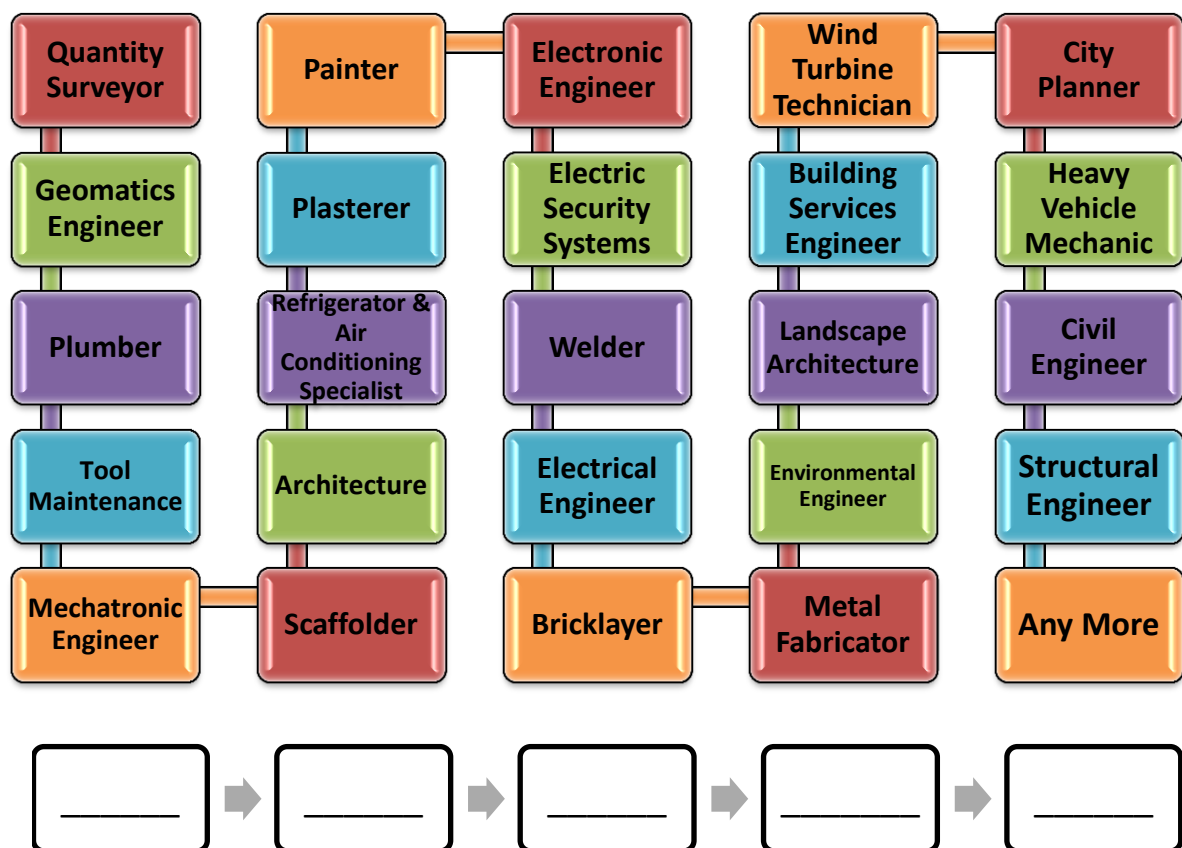
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1. Building a Shopping Centre, Hotel, & Leisure Centre - Part I

1. In order to select a suitable site that will fit into the current city plans, a _____ is consulted.
2. To ensure the soil and ground is suitable a _____ is employed to determine if the ground is suitable.
3. New access roads, and a bridge over a canal, and a train line needs to be extended. To develop these plans a _____ is consulted.
4. To design the outside and inside of the structure an _____ is employed.
5. To lay the foundations and build the structural walls a _____ is needed.
6. To ensure the cranes and diggers are working, a _____ is used.
7. To install the steel frames a _____ and _____ are used.
8. The new building will need certain services such as water, electricity, air conditioning, lifts, and escalators and need to be planned before the structure is built.
So a _____ is consulted before the structure itself is started.
9. To get the electricity from the electricity pylons to the site an _____ is used.
10. To attach the electric wires to all the appliances and lighting that will use the electricity an _____ is used.
11. Machines like lifts and escalators are both mechanical and electronic, so a _____ is used.
12. To build the structure itself, including the walls, a _____ is used.
13. To help lay the bricks on very high walls, a _____ is employed to construct the scaffolding.
14. To install the water pipes a _____ is employed.
15. To cover the walls in plaster, a _____ is employed.
16. To ensure everybody's tools are working a _____ specialist is employed.



17. To decorate, a _____ is used.
18. To install the alarms and CCTV in the shops an _____ is used.
19. A _____ is used to install fridges and air conditioning units.
20. To minimise the buildings impact on the environment and _____ is consulted.
21. The environmental engineer will recommend a wind turbine which will be maintained by a _____.
22. To design the gardens and green spaces and open spaces a _____ is employed along.
23. To ensure everything being built is kept with the original costs, a _____ is used.



2. Building a Shopping Centre, Hotel, & Leisure Centre - Part II

1. The shopping centre will have many different types of retail outlets. The shops will be designed and fitted out in consultation with an _____.
2. Somebody qualified in _____ will be employed to run some of the shops.
3. The restaurants will need to employ different types of people in the kitchens such as _____ and _____.
4. A shop selling meat and chicken will need to employ _____.
5. A shop selling contact lenses and glasses will employ an _____.
6. The shops selling clothes employ someone who is a qualification as a _____.
7. To ensure the clothes and other merchandise are displayed in an attractive way, a person qualified in _____ is employed.
8. The hotel will need to employ someone who is qualified in _____.
9. To help run and organise weddings, music events, and business conferences that are booked into the hotel somebody trained in _____ is employed.

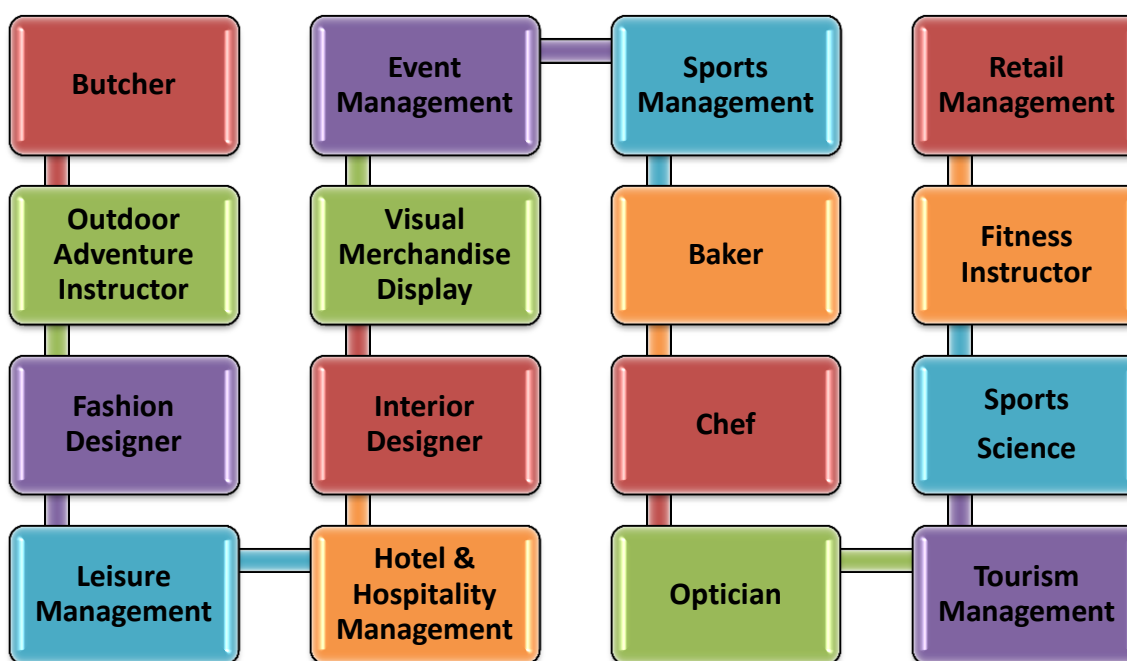


10. The gym in the hotel will need to employ _____, and those qualified in _____ and _____.

11. The gym will be overseen by somebody trained in _____.

12. The hotel will get a lot of tourists from overseas staying, and will employ somebody who is qualified in _____.

13. The hotel will also develop a children's outdoor adventure centre, they will therefore employ an _____.



Any More → → →

→ → →

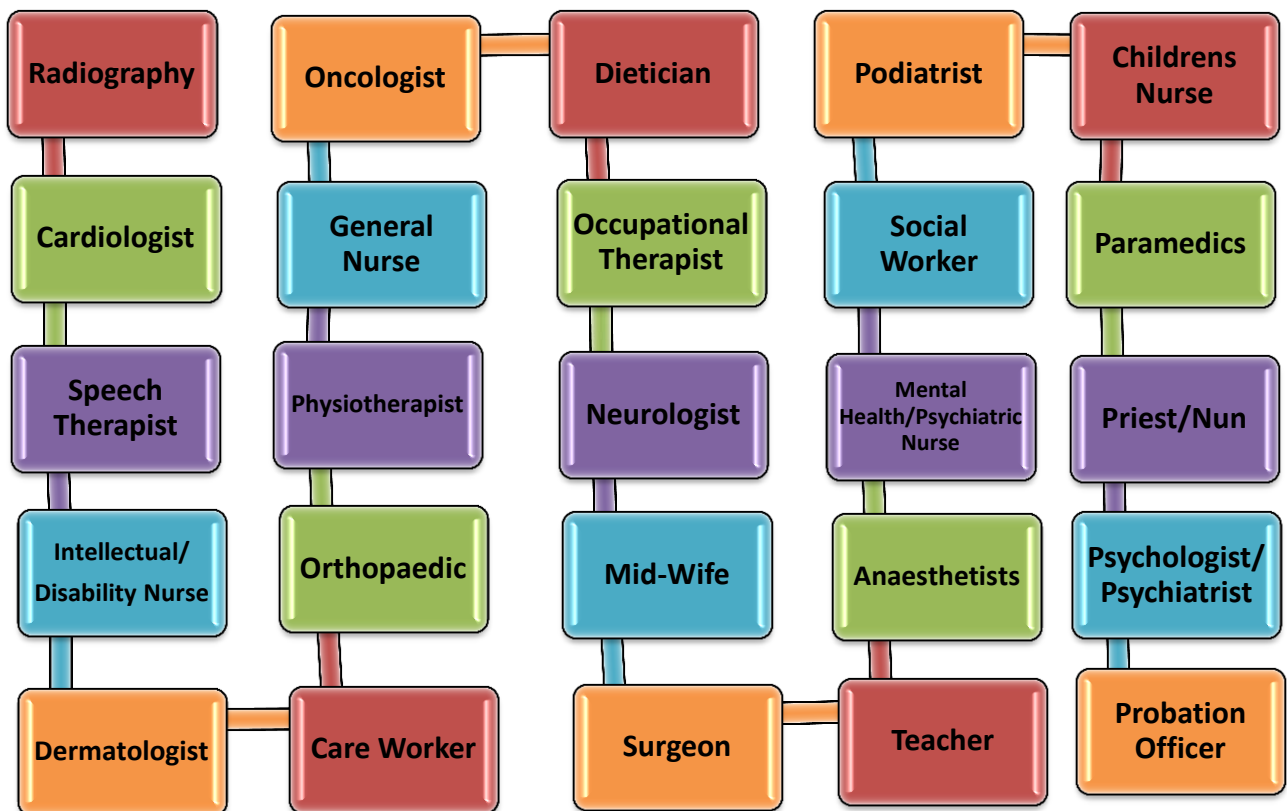
3. An Elderly Lady Falls at Home

An elderly lady suffers a stroke at home and falls and breaks her leg.

1. The ambulance arrives with two _____ and they bring her to the hospital.
2. There are several different types of nurses working in the hospital.
 - a. A _____ delivers babies.
 - b. A _____ works with children.
 - c. A _____ works with those who have an intellectual disability or physical disability.
 - d. A _____ / _____ works with those who have difficulty with emotional issues.
 - e. When she arrives at the hospital she meets a _____.
3. The lady will have to have x-rays and scans.
This will be done by someone who is qualified in _____.
4. The lady will have to be seen by a doctor. There are several different types of doctors.
 - a. The x-ray shows up the broken leg and this will be viewed by a doctor who specialises in bones, this doctor is called an _____ doctor.
 - b. The lady will have to have a bone plate insert by a _____.
 - c. She will be put to sleep before the operation by an _____.
 - d. Because of her age, her heart will be checked to see if she is able for the operation.
This will be done by a _____.
 - e. Because she had a stroke, the lady needs to be seen by a _____ who will read the scan of her brain.
 - f. A small swelling is found on her brain. To check this is not cancerous, it is checked by an _____.
5. As a result of the stroke the elderly lady has lost some of her speech, she will be seen by a _____.
6. She also has lost some movement in one leg and will be seen by a _____.
7. To check if she is suitable to move back home, she returns to her house with a person who can determine if she is capable of living alone.
This person is called an _____.
8. Unfortunately she has to go into a nursing home. This is arranged by a _____.



9. In the nursing home her skin is not the normal colour. It is found that she is allergic to certain foods. This was determined by a specialist doctor called a _____.
10. She is then referred to a _____ to discover which food she is allergic to.
11. Her feet are also swollen and she is seen by a _____.
12. Throughout her stay in the nursing home her general needs are taken care of by a _____.



Other social jobs are;

13. Someone who works in education three age groups.
A _____, _____, _____.
14. Someone who works in a religious environment, can be male or female. _____.
15. Someone who works with prisoners after they have been released from prison. A _____.
16. Someone who helps people with their emotional issues.
A _____, _____ what is the difference?
17. Individuals who work for charities and non-governmental organisations, (N.G.O.'s).



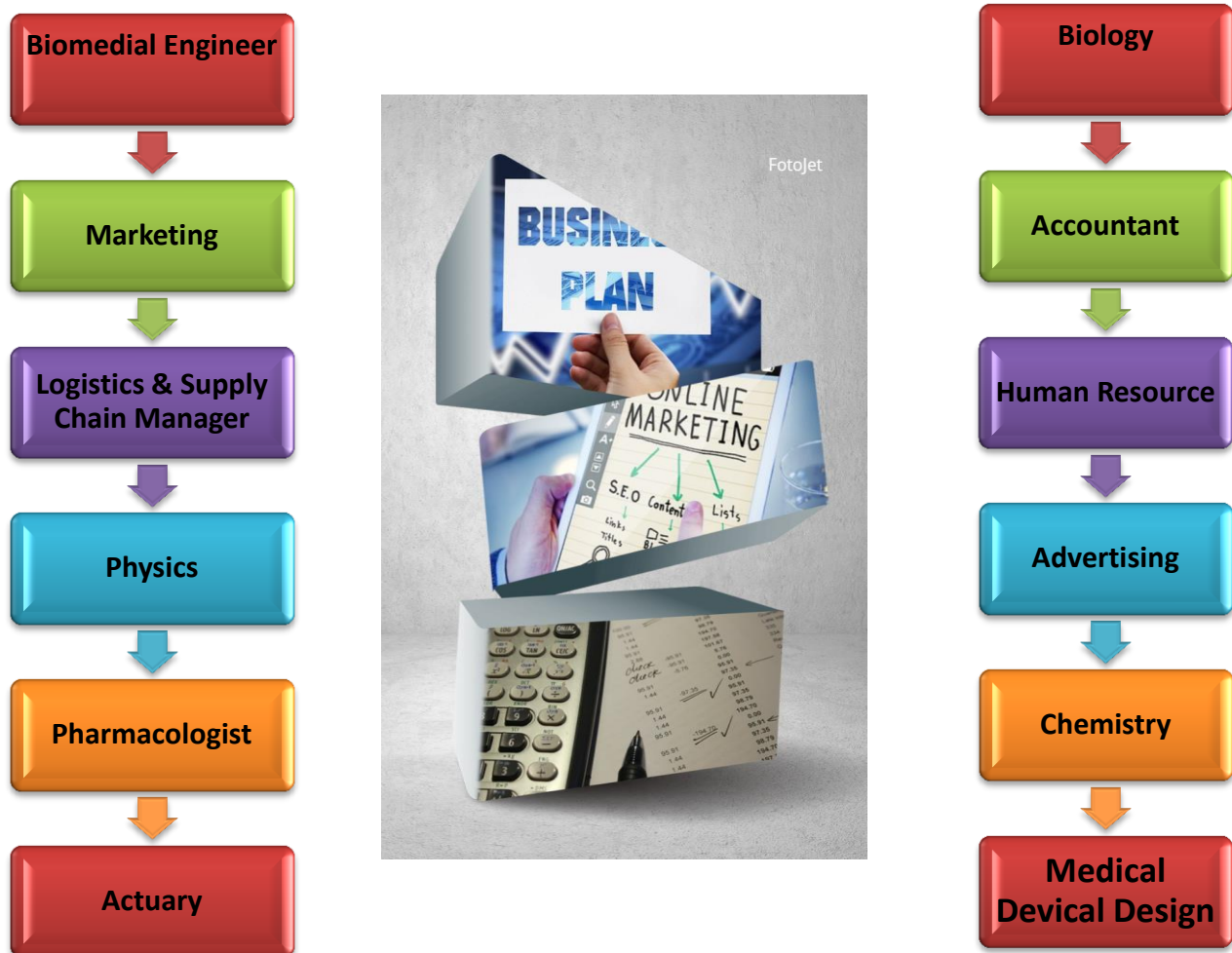
4. A Pharmaceutical & Medical Device Company

A medical company makes medicines and medical devices for patients such as heart valves and hip replacements. To carry out their work they need to employ a variety of people trained in different areas.

1. The medicines will be developed by people with a qualification in the traditional sciences, _____, _____, and _____.
2. To ensure the drugs they produce do not interact with other drugs someone might be taking, the company needs to employ a _____.
3. To help develop and make artificial hips the company employs someone who is qualified in _____.
4. The company will also employ somebody with a _____ qualification.
5. To help select people to interview for jobs in the company someone who is qualified in _____ is employed.
6. To sell the devices to hospitals and doctors and surgeons the company employs somebody qualified in _____ who helps develop strategies for selling the benefits of their devices and medicines and who should be the target customers.
7. The marketing people then give that plan to those qualified in _____ to develop different types of advertisements for radio, television, newspapers and magazines.



8. To determine the prices they will charge for their products, the company needs to take into account the cost of developing the products, making the products, employing people and paying their wages and paying into their pensions and paying for insurance on the products in case something goes wrong, an _____ is employed to do this.
9. To ensure the finances of the company are in order the company employs and _____.
10. To help deliver all the drugs to the pharmacy around the county a _____ is employed.

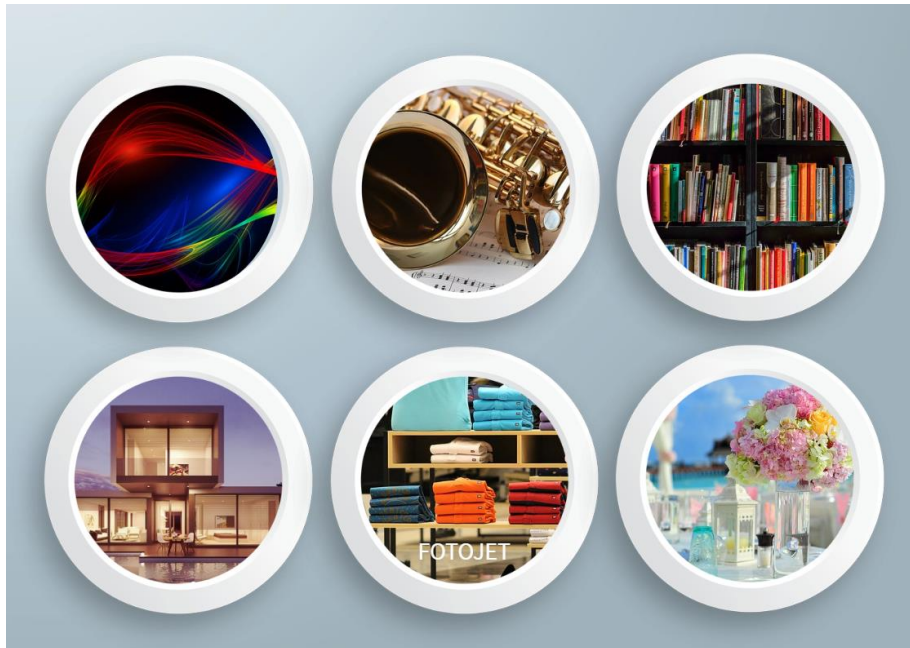


Any More	→	_____	→	_____	→	_____
_____	→	_____	→	_____	→	_____

5. The Creative & Artistic World

1. Colin Farrell and Saoirse Ronan. _____.
2. Someone who works with hair. _____.
3. Some who takes photographs. _____.
4. Simpsons and Toy Story. _____.
5. Someone you designs the graphics for the T.V.
programmes. _____.
6. Someone who designs buildings. _____.
7. Someone who cooks. _____.
8. Someone who makes things from wood or metal. _____.
9. Someone who plays an instrument. _____.
10. Vincent van Gogh and Michelangelo. _____.
11. Seamus Heaney and W.B. Yeats. _____.
12. Designing the insides and layout of houses and buildings. _____.
13. Someone who designs gardens and open spaces. _____.
14. Someone who arranges flower bouquets. _____.
15. Someone who designs websites. _____.
16. Someone who manages the business behind plays, music events. _____.
17. Bono & Madonna. _____.
18. Someone who designs cloths. _____.





19. Someone who makes objects out of glass. _____.
20. Someone who puts signs on the side of vans. _____.
21. J. K. Rowling and Roddy Doyle. _____.
22. Someone who designs ads for T.V. , Radio, and Magazines. _____.
23. Makes T.V. and Radio programmes and plays for the theatre. _____.
24. Someone who applies make-up. _____.
25. Someone who makes products look nice. _____.

Any More

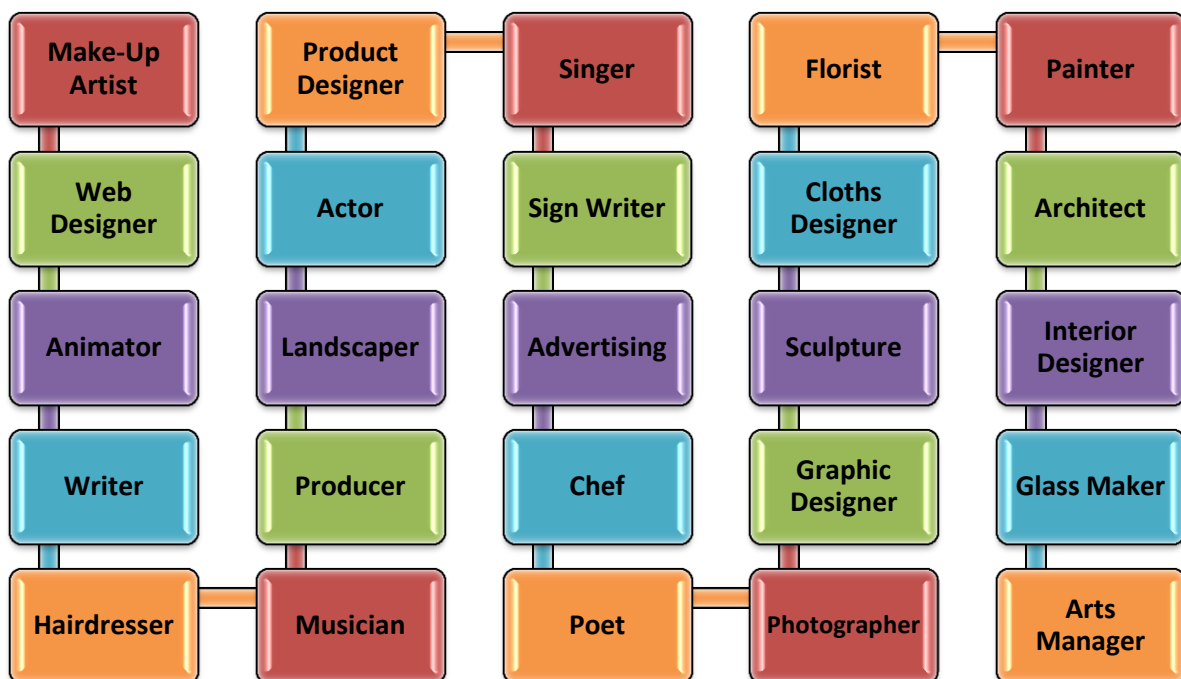
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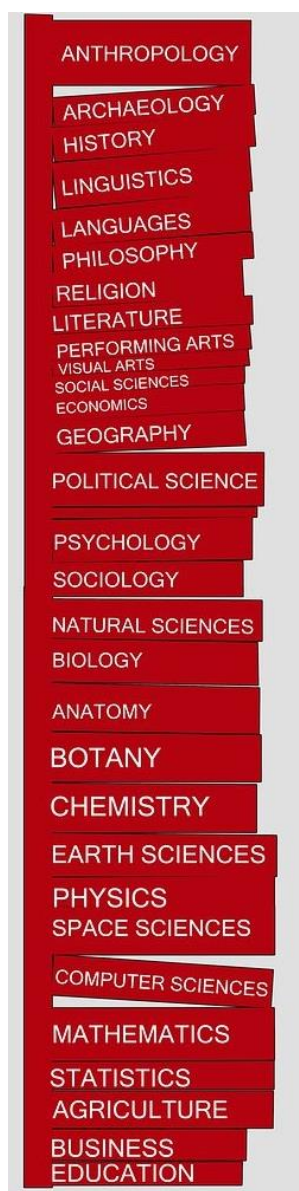
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6. Other Subject You Don't Do In School

You are familiar with the subjects you study in secondary school, for example, English, Maths, French, German, History, Geography, Science, Business, and languages. All of these subjects are offered in colleges. However, colleges also offer other subjects that are not available in secondary schools. Match the description of the subjects with their name below.



1. _____ is the study of patterns of social relationships, social interaction and culture of everyday life and issues and problems that go on in society as a whole, homelessness, unemployment and crime.
2. _____ is the study of general and fundamental questions about existence, knowledge, values, reason, mind, and language. It is a way of thinking about the world, the universe, and society. It asks very basic questions about the nature of human thought, the nature of the universe, and the connections between them.
3. _____ is the scientific study of language and its structure, including the study of grammar, syntax, and phonetics.
4. _____ is the specific branch of History that studies the cultures of Roman and Greek times.
5. _____ is the study of linguistics, literature and art history, archaeology and history of the cultures and people from the following culture: Irish, Scottish Gaelic, Manx (Isle of Man), Welsh, Cornish (in England), and Breton (in France).
6. _____ is the study of the nature of God and Religions.
7. _____ is the study of humans and human behaviour and societies in the past and present.
8. _____ is the study of human history and prehistory through the excavation of sites and the analysis of artefacts and other physical remains.
9. The _____ is the study of objects of art in their historical development e.g. design, format, and style. The study includes painting, sculpture, architecture, ceramics, furniture, and other decorative objects.

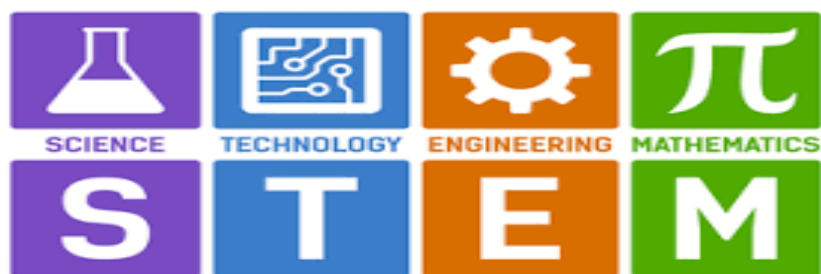
10. _____ is the study of the system of rules which a particular country or community recognizes as regulating the actions of its members and which it may enforce by the imposition of penalties.
11. _____ is the scientific study of the human mind and its functions, especially those affecting behaviour in a given context.
12. _____ is the study of crime as an exciting inter-disciplinary subject that draws from sociology, psychology and law to focus on issues such as the causes of crime, the meaning of crime and community or societal reactions to crime.
13. _____ is the study of the basic rights and freedoms that belong to every person in the world, from birth until death. They apply regardless of where you are from, what you believe or how you choose to live your life. They can never be taken away, although they can sometimes be restricted – for example if a person breaks the law, or in the interests of national security.
14. _____ is the study of the activities associated with the governance of a country or area, especially the debate between parties having power.
15. _____ is the study of T.V. Radio, newspapers, magazines, social media and other media sources.
16. _____ is the study of international challenges and opportunities confronting people and societies living in the Africa, Asia and Latin America, and other undeveloped parts of the world.



In secondary school Chemistry, Biology, and Physics have a collective name called sciences. Similarly, in college subjects like English, Languages, Geography, History, are given a collective name called **Arts** subjects by some colleges and **Humanities** by other colleges. The subjects above are more examples of Arts or Humanities subjects that can be studied. Also, subjects like economics, sociology, psychology, politics, are sometimes given another name, **Social Sciences** i.e. the sciences associated with society and its issues.

7. What Is STEM?

The term **STEM** represents the following, **S**cience, **T**echnology, **E**ngineering, **M**aths.



There is more to these four areas than meets the eye. Here are some STEM degrees you can do.

1. Agricultural Science
2. Animal & Crop Science
3. Equine Science
4. Biochemistry/ Molecular Biology/Immunology
5. Botany
6. Chemistry
7. Chemistry & Molecular Modelling
8. Climate & Earth Science
9. Chiropody (Podiatry)
10. Dentistry
11. Earth & Ocean Science
12. Environmental Science
13. Food & Health Science
14. Forestry
15. Freshwater & Marine Biology
16. Forensic Science
17. Genetics
18. Geomatics
19. Health & Performance Science
20. Human Genetics
21. Human Nutrition & Dietetics



22. Industrial & Environmental Physics
23. Marine Science
24. Medicine
25. Meteorologist
26. Neuroscience
27. Optometry
28. Pharmacy
29. Astronomy & Space Science
30. Biomedical Science
31. Chemistry of Advanced Materials
32. Computer Simulation
33. Physics & Instrumentation
34. Physics with Medical Physics
35. Radiography
36. Science Education (Teaching)
37. Nanotechnology
38. Toxicology
39. Wildlife Biology
40. Veterinary
41. Zoology



Engineering

1. Agricultural Engineering
2. Architectural Engineering
3. Biomedical Engineering
4. Biosystems Engineering
5. Building Services Engineering
6. Chemical Engineering
7. Civil Engineering
8. Computer Engineering
9. Electrical Engineering
10. Electronic Engineering
11. Energy Engineering
12. Environmental Engineering
13. Manufacturing Engineering
14. Product Design Engineering
15. Industrial Engineering
16. Marine Engineering
17. Mechanical Engineering
18. Mechatronics Engineering
19. Robotics Engineering
20. Science Engineering
21. Structural Engineering
22. Aeronautical Engineering

Computers

1. Computer programming
2. Software design
3. Data processing
4. Applications of software
5. Hardware Computing
6. Cloud Computing
7. Computer Coding
8. Computer Security
9. Computer Gaming
10. Computer Infrastructure
11. Business Computing
12. Computer Forensics
13. Web Design
14. Graphic Design

Mathematics

1. Mathematics
2. Mathematical Studies
3. Mathematical Science
4. Actuary Mathematics
5. Computational Mathematics
6. Financial Maths
7. Industrial maths
8. Applied Maths
9. Statistics
10. Mathematics Education



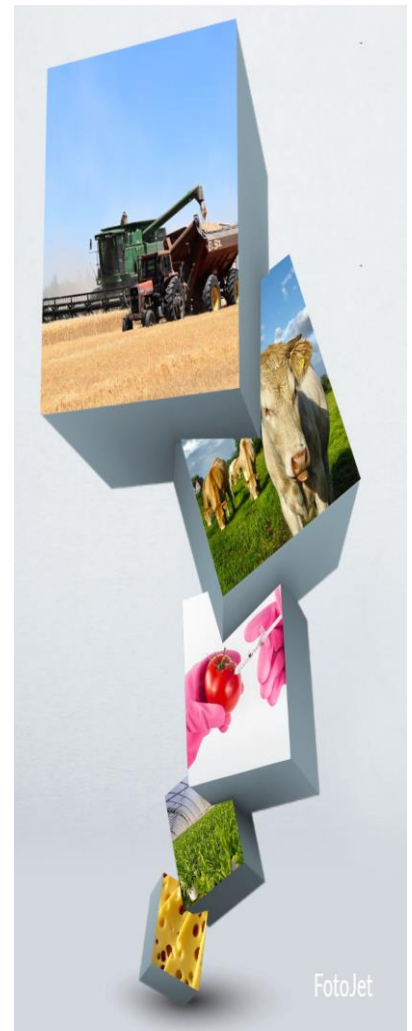
If you don't know what some of these are, or the difference between some of them, you can research these courses yourself using what you will learn on page 24.

8. Making A Living Off The Land Or With Animals



There are apprenticeships and third level courses associated with land and animal use. Can you find the title of the course or apprenticeship the following people did.

1. A person qualified to diagnose and operate on animals
→ _____.
2. A person qualified to help and assist the person who operates on animals. → _____.
3. A person qualified to understand how best to sow and cultivate flowering plants. → _____.
4. A person qualified to sow, rotate, harvest, and replace crops.
→ _____.
5. A person qualified to manage herds of cattle, pigs, and sheep.
→ _____.
6. A person qualified to manage horse care and reproduction.
→ _____.
7. A person qualified to manage the business area of the race horse and show-jumping business. → _____.
8. A person qualified to manage the science of food manufacturing and production. → _____.
9. A person who is qualified to maintain and fix farm machinery.
→ _____.
10. A person qualified to manage and maintain forests.
→ _____.
11. A person qualified to manage the production of products produced from milk. → _____.





12. A person qualified to manage the grounds of golf courses and other sporting venues.

→ _____.

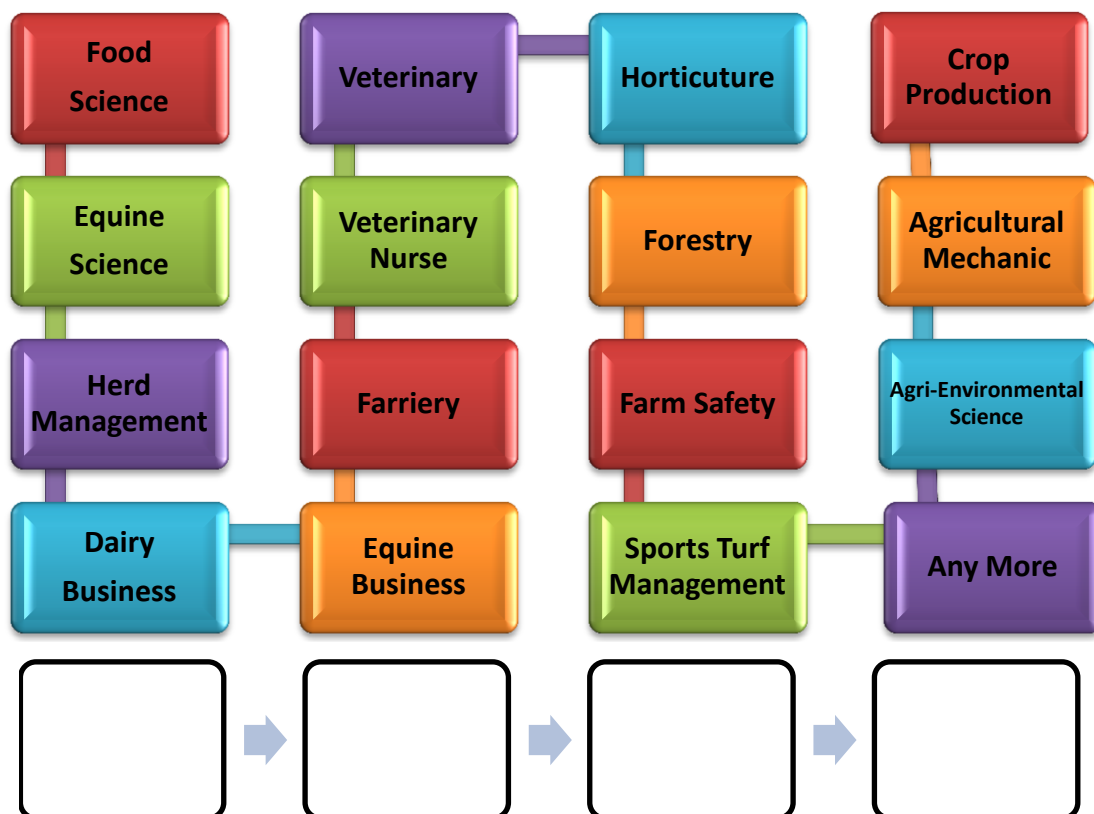
13. A person qualified to manage the impact of farming on the environment.

→ _____.

14. A person qualified to advice on preventing accidents on a farm.

→ _____.

15. A person qualified to put shoes on horses. → _____.



9. Apprenticeships

An apprenticeship is defined as a programme of structured education and training which formally combines and alternates learning in the workplace with learning in an education or training centre. It is a dual system, a blended combination of on-the-job employer-based training and off-the-job training.

Apprenticeships open up exciting and rewarding careers, with learning grounded in the practical experience of undertaking a real job and it allows apprentices to earn while they learn and build valuable work-ready skills in a chosen occupation. Apprenticeships in Ireland are between 2-4 years in duration with a minimum 50% on-the-job learning that allows for flexible delivery – online, blended, off-the-job learning in increments/blocks. Apprentices are employed under a formal contract of apprenticeship and employers pay the apprentice for the duration of the apprenticeship.

There are over 70 different types (www.solas.ie) of apprenticeships ranging in areas from Construction, Engineering, Electrical, Biopharmaceuticals, Motor, Hospitality, Computers, Logistics, Aircraft Maintenance and Financial Services. Some individuals select a particular apprenticeship because of family tradition or because of family or other connections. However, it might be useful to do the following. Study the various types of apprenticeships and assess the differences between them. Assess your own interests and aptitudes and try and find the optimum match between these and the characteristics of the particular apprenticeships. In other words, an individual can select an apprenticeship that can be easier to organise, or select one that may be more fulfilling.



List is a list of some of the apprenticeships available in Ireland			
If you don't know what some of them are, or if you don't know the differences between some of them, check out www.apprenticeship.ie			
Laboratory Technician	Accounting Technician	Farriery	Manufacturing Engineering
Brick & Stone Laying	Insurance Practice	Industrial Insulation	Farm Management
Carpentry	Financial Services	Geo-driller	Pipefitting
Painting & Decorating	Commis Chef	HGV Driver	Polymer Technology
Plasterer	Chef de Partie	Recruitment Executive	Sheet Metalworking
Plumber	Sous Chef	Retail Supervisor	Toolmaking
Stonecutting & Stonemasonry	Butcher	Scaffolding	Quantity Surveyor
Wood Manufacturing & Finishing	Cybersecurity	Sport Turf Management	Horticulture
Aircraft Mechanic	Computer Network Engineer	Stud Farm Manager	Arboriculture
Electrical	Software Developer	Telecommunications Technician	Baker
Electrical Instrumentation	Animation & Games Development	Sales Professional	Bar Manager
Electrical Security Systems	Agricultural Mechanic	Hairdressing	Logistics
Refrigeration & Air Conditioning	Financial Services	Healthcare Assistant	Manufacturing Technology
			Auctioneering & Property Services
			Accounting
			Farm Technician
			Construction Plant Fitting
			Heavy Vehicle Mechanics
			Motor Mechanic
			Vehicle Body Repair
			Mechanical Automation
			Metal Fabricator
			Wind Turbine Maintenance

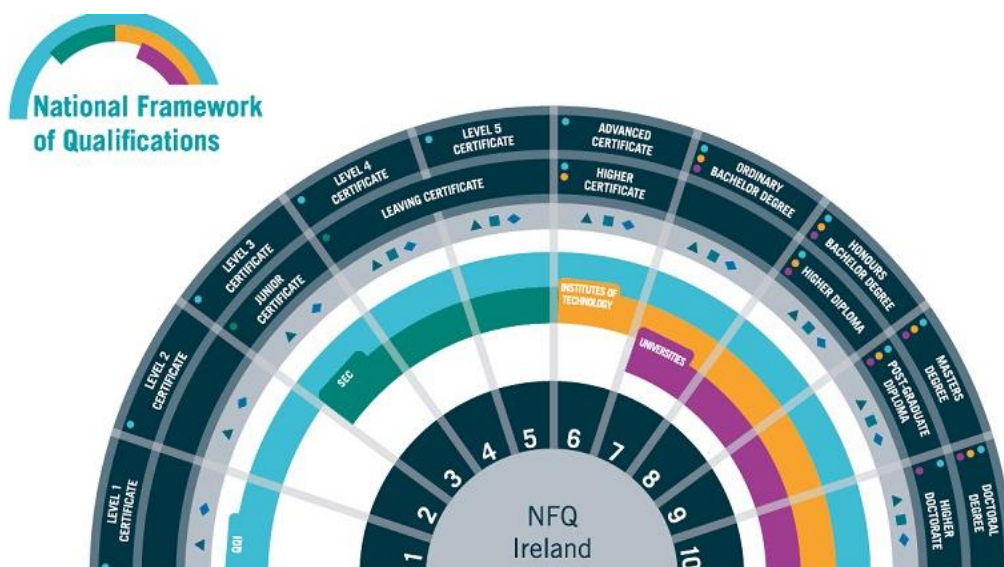
10. Other Jobs/Careers That You May Know

1. Someone who sells houses. _____.
2. Someone who sells paintings and antiques to the highest bidder. _____.
3. Someone who will drive you from A to B in their car if you pay them. _____.
4. Someone who reads the news on T.V./radio or writes for a newspaper. _____.
5. Someone who enforces the law. _____.
6. Someone who plays music on the radio or at a night club. _____.
7. Someone who teaches in a third level college. _____.
8. Someone who drive a vehicle that holds 20+ people. _____.
9. Someone who works in a museum. _____.
10. Someone who helps people with their mental health. _____.
11. Someone who diagnoses learning difficult. _____.
12. Someone who thinks of a new idea and set up a business. _____.
13. Someone who sells stocks and shares. _____.
14. Someone who represent you in court. _____.
15. Someone who flies a plane. _____.
16. Someone who teaches teenagers. _____.
17. Someone who puts out fires. _____.
18. Someone who works for the army. _____.
19. Someone who buries people. _____.
20. Someone who looks after animals in a wildlife park. _____.
21. Someone who studies space. _____.
22. Someone who takes care of the passages on a plane. _____.
23. Someone who does the paperwork for selling houses or for a Will. _____.
24. Someone who fits hearing aids. _____.
25. Someone who teaches children from 4/5 years to 11/12 years old. _____.
26. Someone who works for the Navy. _____.
27. Someone who races horses. _____.
28. Someone who represents you in the Dáil. _____.
29. Someone who teaches children under 4 years old. _____.
30. Someone who determines how somebody dies. _____.
31. Someone who looks after books in a library. _____.
32. Someone who monitors earthquakes. _____.
33. Someone who watches the swimmers at a swimming pool. _____.
34. Someone who looks after the animals in a zoo. _____.

	A	B	C	D
	Astronomer	Liberian	Psychologist	Auctioneer
1	Lifeguard	Audiologist	Montessori Teacher	Taxi Driver
2	Archivist	Estate Agent	Undertaker	Seismologist
3	Stock Broker	Firefighter	Coastguard	Politician
4	Air Stewart	Barrister	Zookeeper	Lecturer
5	Journalist	Disc Jockey (D.J.)	Educational Psychologist	Solider
6	Secondary School Teacher	Bus Driver	Solicitor	Garda
7	Sailor	Jockey	Gamekeeper	Entrepreneur
8	Pilot	Coroner	Primary Teacher	Any More
9	Any More	_____	_____	_____
10	_____	_____	_____	_____
11	_____	_____	_____	_____
12	_____	_____	_____	_____
13	_____	_____	_____	_____

11. National Framework of Qualifications (N.F.Q.)

The National Framework of Qualifications works from levels 1 to 10. If a student has completed the Junior Certificate he is deemed to have reached level 3. If a student completes the Leaving Certificate he is deemed to have reached level 5. Level 6 is a Higher Certificate (normally 2 years), level 7 is an Ordinary Degree, and level 8 is an Honours Degree (normally 3 / 4 years). Level 9 is a masters and level 10 is a PhD. More details on www.nqf.ie.

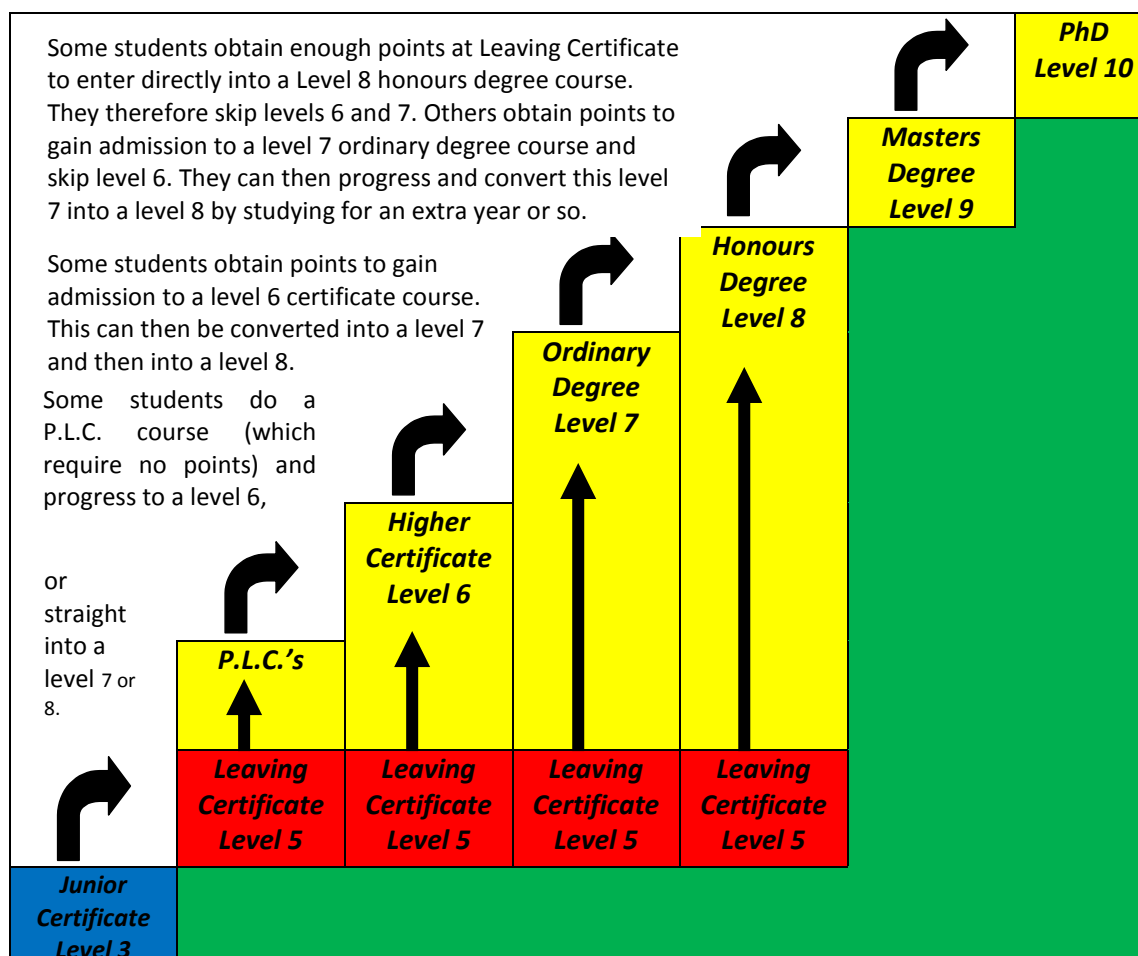


Some students obtain enough points at Leaving Certificate to enter directly into a Level 8 honours degree course. They therefore skip levels 6 and 7. Others obtain points to gain admission to a level 7 ordinary degree course and skip level 6. They can then progress and convert this level 7 into a level 8 by studying for an extra year or so.

Some students obtain points to gain admission to a level 6 certificate course. This can then be converted into a level 7 and then into a level 8.

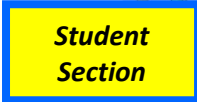
Some students do a P.L.C. course (which require no points) and progress to a level 6,

or straight into a level 7 or 8.



12. What Courses Can I Do & Where Can I Do Them?

The national database for all courses in the county is www.qualifax.ie . Here are some examples of how this website works.



Higher Education CAO - Internet Explorer provided by Dell

http://www.qualifax.ie/index.php?option=com_wrapper&view=wrapper&Itemid=16

File Edit View Favorites Tools Help

Google

Higher Education CAO

recognised undergraduate higher education courses in the Republic of Ireland.

Application may be made on-line at www.cao.ie. Alternatively, application packs may be obtained at second-level schools in the Republic of Ireland or by contacting CAO at: Tower House, Eglinton Street, Galway, Ireland.

Find a course

All Courses
Higher Education CAO
Mature student
Disability resourced
Students from abroad
Postgraduate
Courses leading to NQF awards
Help on Searching

Events
Useful Tools
How to use QualifaX
Support and Advice
Choosing a Career

Advanced Search

Keywords/Course Title: Architecture

Course Category: Any

Qualification Type: Any

Course Provider: Any

Course Code:

Province: Leinster

County: Any

Restricted Entry: Any

Search Reset

"Architecture"

"Leinster"

Click Here To Search Courses In Any Particular College

Higher Education CAO - Internet Explorer provided by Dell

http://www.qualifax.ie/index.php?option=com_wrapper&view=wrapper&Itemid=16

File Edit View Favorites Tools Help

Google

Higher Education CAO

Showing 1 to 21 of 21 results

Find a course

All Courses
Higher Education CAO
Mature student
Disability resourced
Students from abroad
Postgraduate
Courses leading to NQF awards
Help on Searching

Events
Useful Tools
How to use QualifaX
Support and Advice
Choosing a Career

Click Here To Give More Detail

Compare	Tag All	Code	Course	Course Provider	NQF Level	
<input type="checkbox"/>	★ Tag	CW026	Architectural Graphics - Wexford Campus	Institute of Technology Carlow and Institute of Technology Carlow - Wexford Campus	Level 7 NQF	
<input type="checkbox"/>	★ Tag	DT105	Architectural Technology	Dublin Institute of Technology	Level 7 NQF	380
<input type="checkbox"/>	★ Tag	CW407	Architectural Technology	Institute of Technology Carlow	Level 7 NQF	295
<input type="checkbox"/>	★ Tag	CW007	Architectural Technology - Wexford Campus	Institute of Technology Carlow and Institute of Technology Carlow - Wexford Campus	Level 7 NQF	245
<input type="checkbox"/>	★ Tag	DT101	Architecture	Dublin Institute of Technology	Level 8 NQF	532
<input type="checkbox"/>	★ Tag	DN001	Architecture	University College Dublin	Level 8 NQF	525
<input type="checkbox"/>	★ Tag	GC489	Architecture - Interior	Griffith College	Level 8 NQF	240

13. P.L.C.

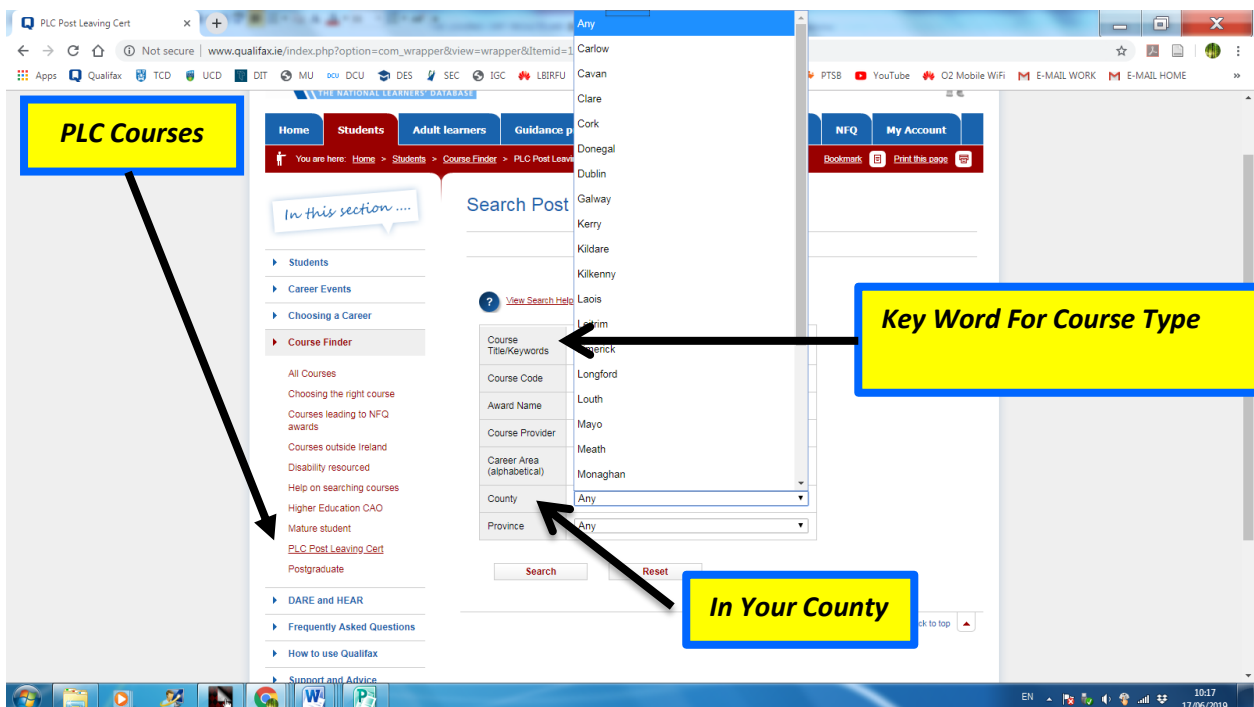
The letters P.L.C. represent the following

Post
Leaving Certificate
Courses

These courses do not require Leaving Certificate points, and need five pass as an entry requirement.

There are 100's and 100's of courses throughout the country.

To find courses in your area use www.qualifax.ie as follows.



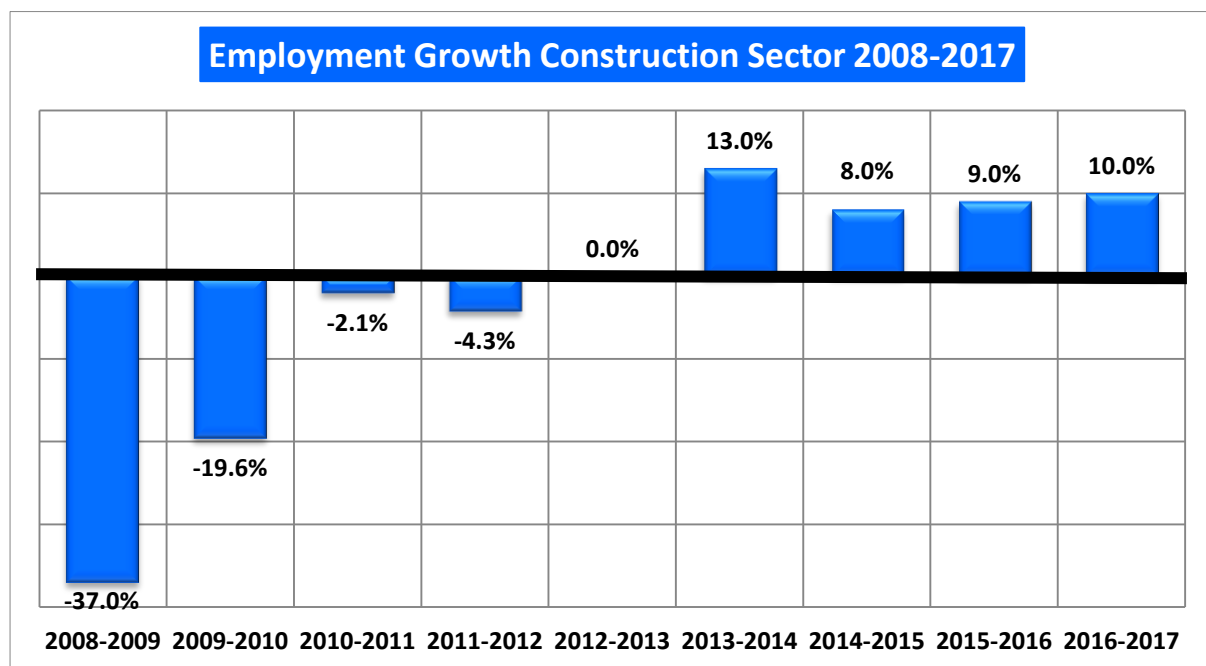
List a few courses available in our area or that are of interest to you	List a few venues where these courses are available.

14. Some Interesting Facts About The World of Work

14. The Labour Market

14.1 Swings In Employment Numbers

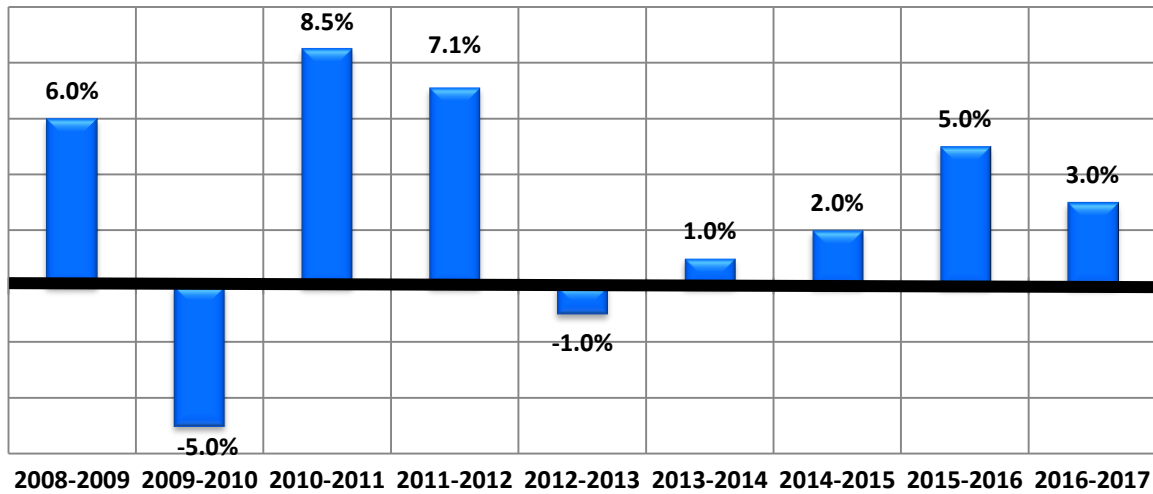
The tables below¹ shows the year on year increases or decreases in employment growth in the construction, I.C.T., Hospitality, and Financial Services sector. In 2008-2009 the employment in the construction sector decreased by 37%. Consider **Student X** who, at that time, wished to pursue an Architecture degree and may have been reluctant to do so because employment prospects were poor. However, six years later in 2013-2014 employment in the construction sector started to increase again just as that potential Architecture student would have been graduating. Similarly, consider **Student Y** who wished to take on an apprenticeship may have, at that time, found it difficult to find an employer and therefore, gave up on their dream of becoming a carpenter.



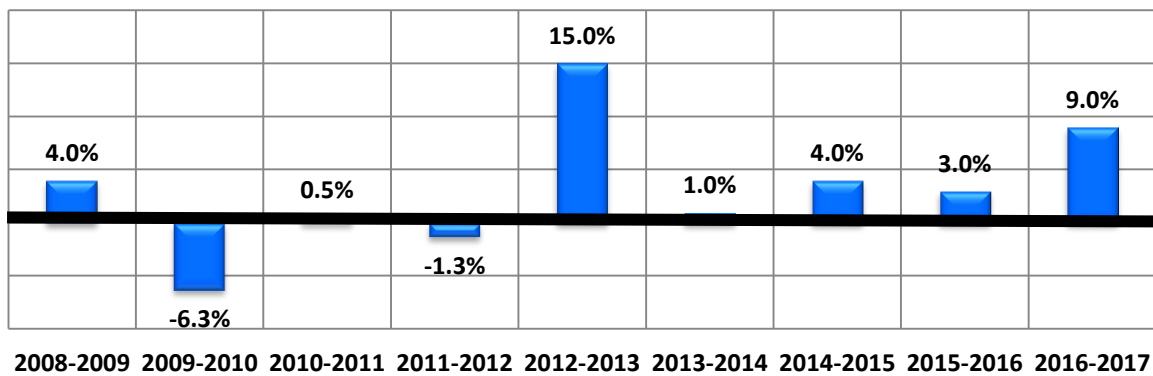
As the chart shows employment growth is very seldom constant and can go up and down with changes in the economy. This fluctuation can also be seen in the I.C.T. sector, the Hospitality sector and the Financial Services sector.

¹ *National Skills Bulletin, Solas, Dublin, Employment Growth by Sector (%) Year on Year Comparisons (Q.4).* 2018, p. 31, 2017, p. 29, 2016, p. 29, 2015, p. 28, 2014, p. 25, 2013, p.29, 2012, p. 22, 2011, p. 22, 2010, p. 22.

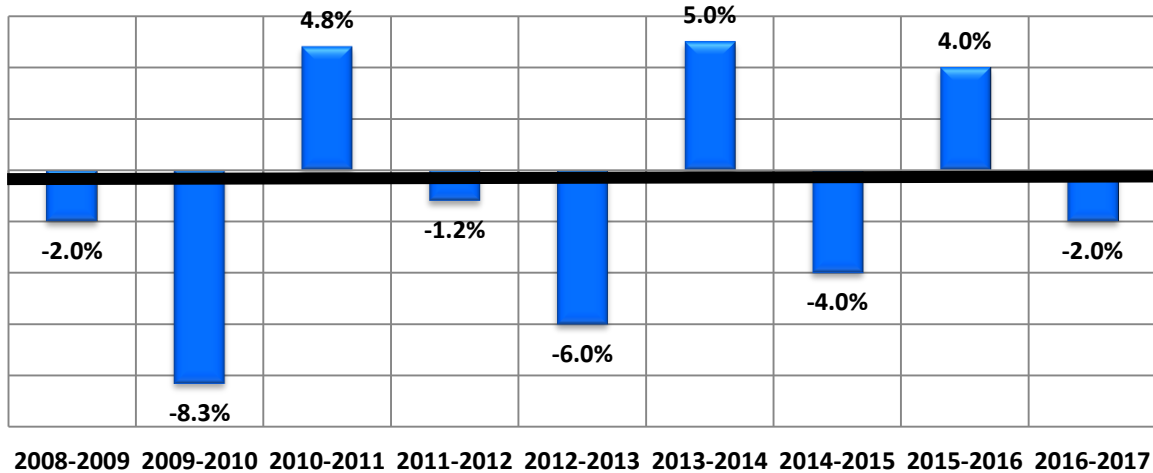
Employment Growth ICT Sector 2008-2017



Employment Growth Hospitality Sector 2008-2017



Employment Growth Financial Services Sector 2008-2017



If can be a useful exercise to observe these employment trends in any given sector. However, these trends are not necessarily a predictor for job growth in four, five, or six years' time after an individual has finished training, or further or higher education. If there was a particular employment sector with continuous growth that could guarantee employment throughout an individual's working career, and if this area matches an individual's interest, aptitudes, and personal characteristics, then this avenue might be worth pursuing. By the way – there isn't one.

If employment growth figures are the only indicator used for career selection an individual might end up working in an area doing tasks each day that they may not be interested in, or doing task that are above or below their aptitude levels. Moreover, an individual might end up working in an environment that has characteristics that do not match the person's characteristics, e.g. outdoors when the person is better suited to indoor work, and visa-verse, or working in an area where the main task are interacting with people when the individual might be better suited to working on their own or in small groups. Think of your most hated subject in school. Think of the feelings that this class brought about. Nobody wants to end up having those same feelings in their working environment, no matter how much they get paid or how easy it is to get a job.

14.2 Employer Skills Needs Versus Being Yourself

A number of organisations and individuals state that what is needed from employees in today's working world are people who can work as a team, have the ability to speak in public, have another language and have sophisticated I.T. skills. These are very valuable and attractive attributes to prospective employers and indeed some individuals have these skills or the potential to acquire these skills. However, what about those who might prefer to work on their own or in small groups? What about someone who would prefer to carry out tasks that are not primarily I.T. based?

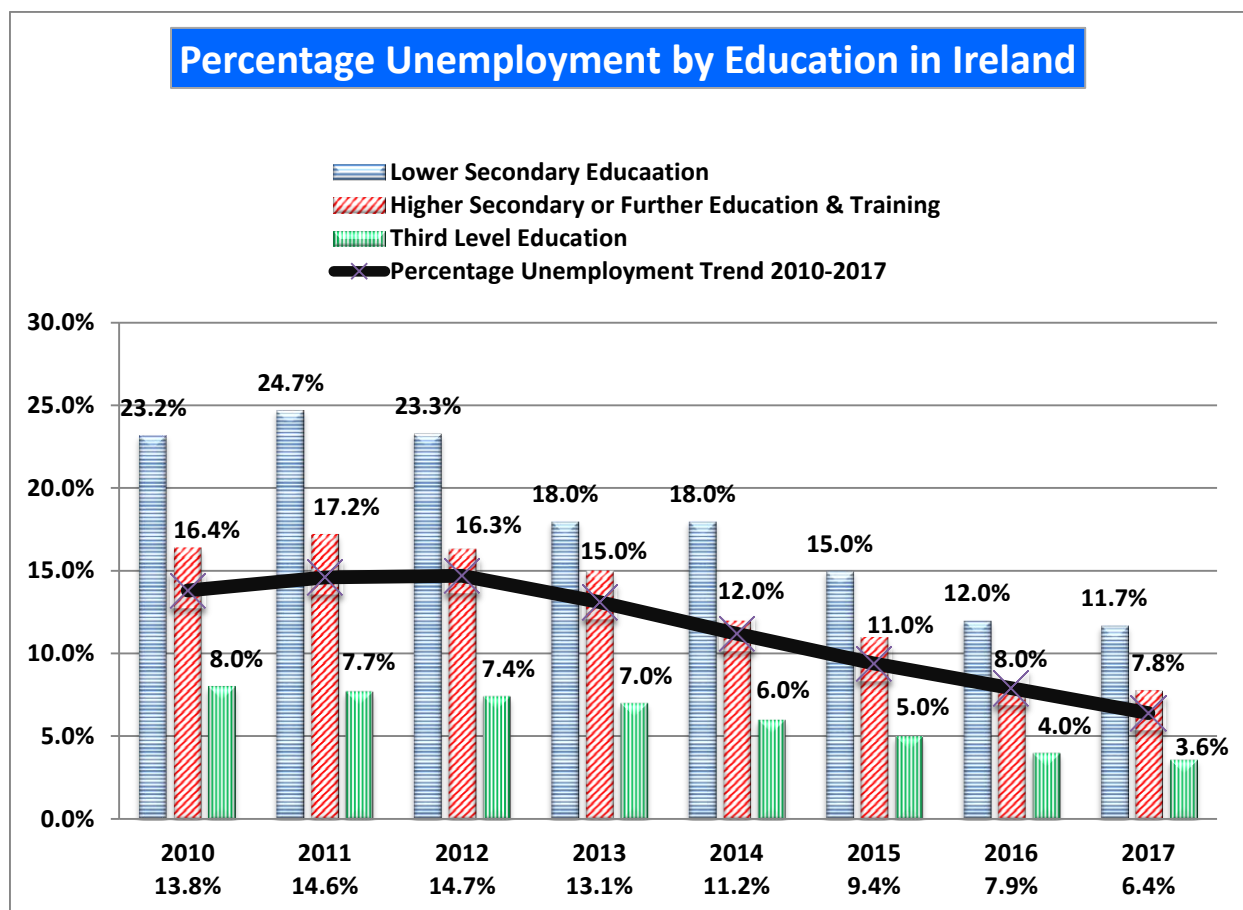
In other words, if an individual is an extrovert, maybe they should pursue a job that requires this trait. If an individual is an introvert, maybe they should pursue a job that accommodates this characteristic. If an individual prefers to carry out tasks that are not primarily I.T. based, maybe they should find a job whose tasks accommodate this trait.

After all, we buy a book based on our own preferences rather than one that is one the best seller's list and we listen to music based on what we like rather than what is at the top of the charts. Therefore, while it can be useful to take into account the external needs of employers, this needs to be balanced with our own internal needs and personal characteristics. Imagine walking around all day in shoes that do not fit.

14.3 Staying in Training or Education for as Long as Possible

14.3.1 Employment and Unemployment

The tables² below show the percentage unemployment rates and earnings by education level.



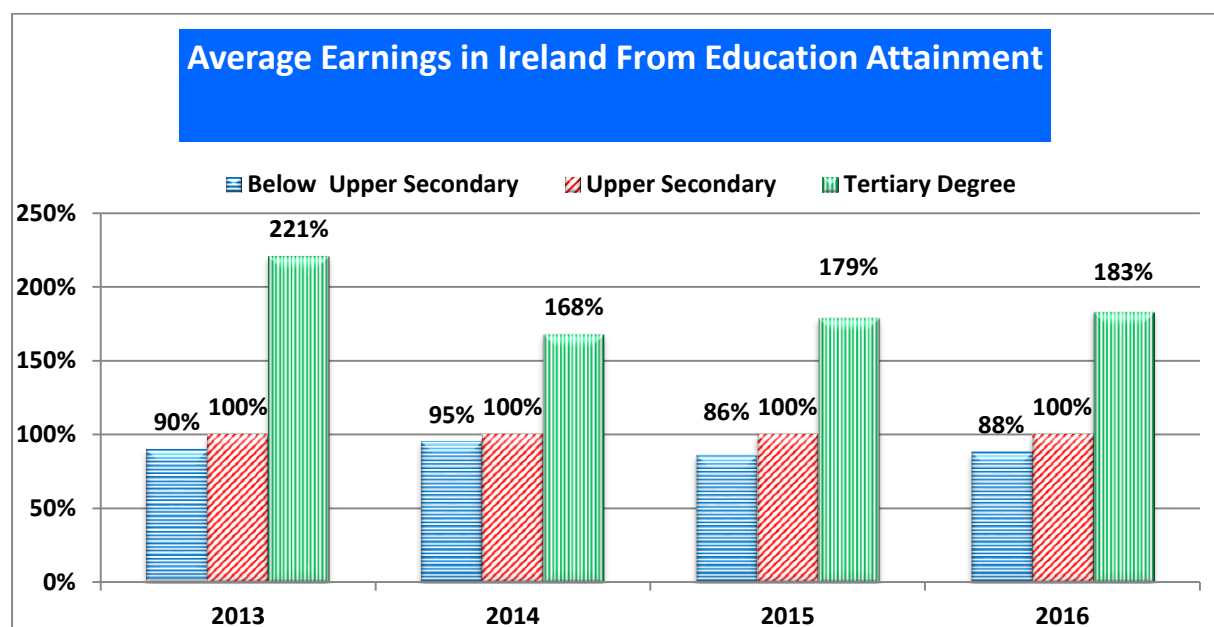
² *National Skills Bulletin, Solas, Dublin*, Unemployment & Earning by Education (Q4 of each year). 2018 p. 51, 2017, p. 45, 2016, p. 46, 2015, p. 45, 2014, p. 44, 2013, p. 134, 2012, p. 131, 2011, p. 109.

³ *Education at a Glance, OECD Indicators*, OECD Publishing Paris, 2018 p. 98, 2017 p. 114, 2016 p. 125, 2015 p. 125.

In 2010 the overall unemployment rate was 13.8%. During that year 23.2% of those with a lower secondary education (did not finish secondary school) were unemployed, and 16.4% of those who finish secondary school or had some further education were unemployed, and 8% of those with third level education were unemployed. The same relative pattern can be seen from 2011 to 2007. The conclusion from these figures is that the lower the level of education and training the greater the chances of being unemployed and the higher the level of education and training the lower the chances of unemployment. In other words, when economy is performing poorly the lower the level of education or training the greater the chances of being made unemployed.

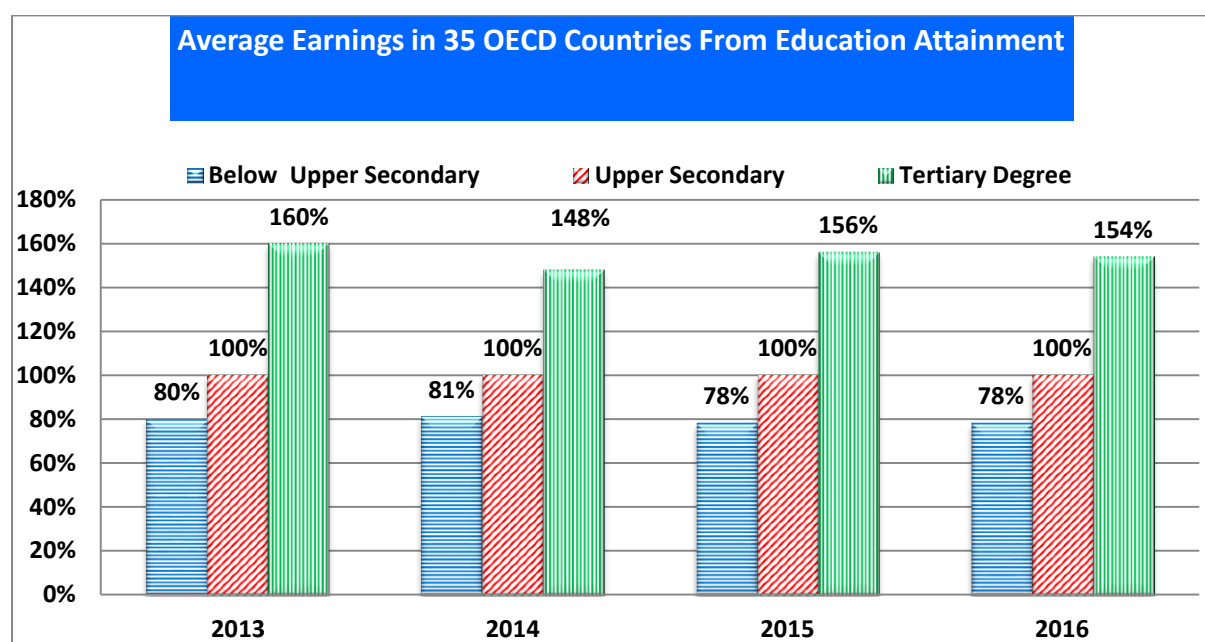
14.3.2 Earning Potential

The table below⁴ shows the average earnings in Ireland according to educational attainment. In 2016, compared with those with an upper secondary education (those who finish secondary school are given 100%), those with a degree earned 83% more (183%), and those who did not finish secondary school earned 12% (88%) less than those who finish secondary school.



⁴ Education at a Glance 2018, OECD Indicators, OECD Publishing Paris, 2018 p. 98, 2017 p. 114, 2016 p. 125, 2015 p. 125.

A similar trend exists for 2015, 2014, and 2013. This pattern of earning potential is repeated internationally. The table⁵ below shows the average earnings in 35 O.E.C.D. countries. This table shows that in 2016, compared with those upper secondary education (those who finish secondary school are given 100%), those with a degree earned 54% (154%) more, and those who did not finish secondary school earned 22% (78%) less that those who finish secondary school. A similar trend exist for 2015, 2014 and 2013.



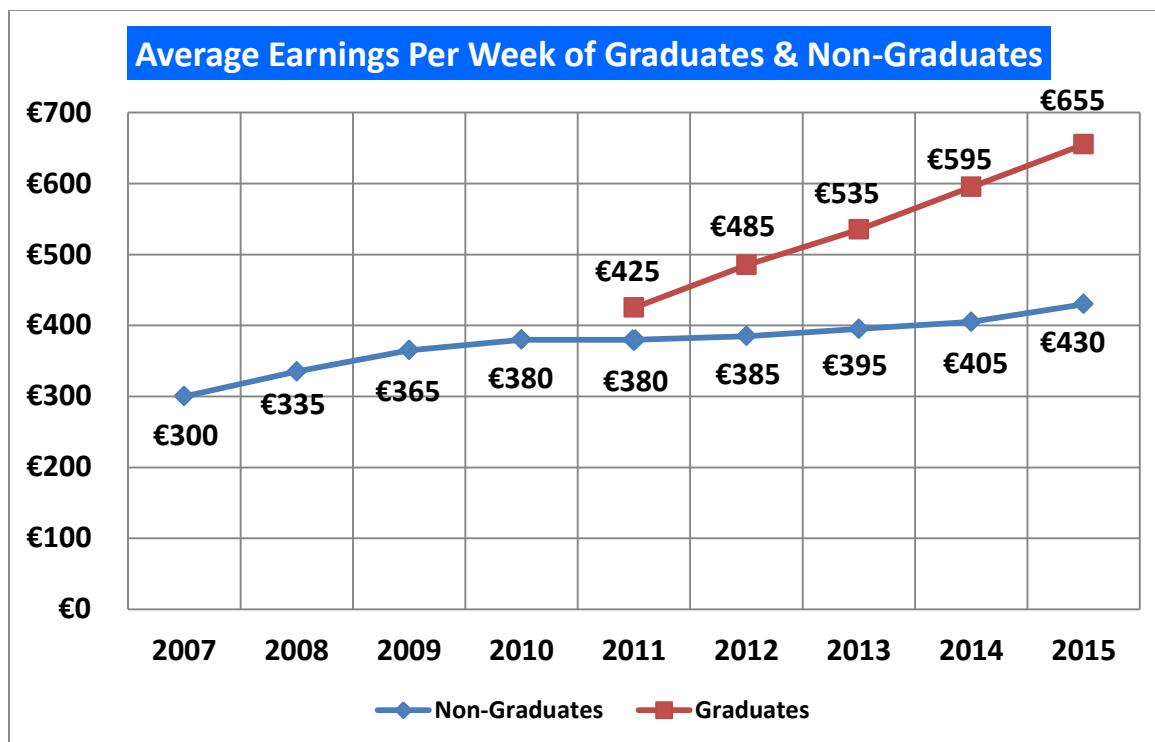
The graph below⁶ shows the average weekly earnings of those without a degree (non-graduates) and those with a degree (graduates).

The group studied did their Leaving Certificate in 2007. Some went to college and some when into the work force. Four year later in 2011 the group that went to college graduated, and started working. At this stage, those that went straight to work after their Leaving Certificate had been working for 4 years.

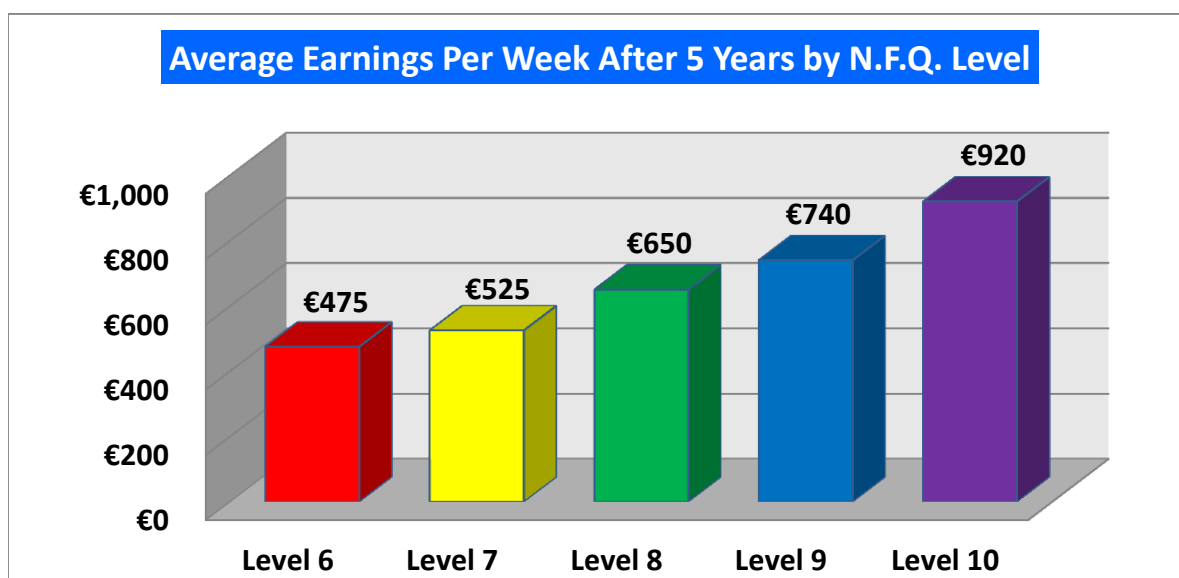
At that point, their earnings were compared. In 2011, the non-graduates were earning €380 per week, having been working for 4 years. The graduates, now in their first year of work, were earning €425 year. In 2015 eight years after doing their Leaving Certificate, the non-graduate group were earning €430 per week and the graduates were earning €655 per week.

⁵ *Education at a Glance, OECD Indicators*, OECD Publishing Paris, 2018 p. 88, 2017 p. 104, 2016 p. 114 & p.116, 2015 p. 116.

⁶ *Higher Education Outcomes*, Central Statistics Office & Higher Education Authority, p. 74, 2018.



The graph below⁷ shows the average weekly earnings of graduates 5 years after graduation. Those with a Level 6 qualification earned €475 per week, those with a Level 7 earned €525 per week, Level 8, €650 per week, and those with a Level 9, €740 per week, and Level 10 €920 per week.



^{7 7} *Higher Education Outcomes*, Central Statistics Office & Higher Education Authority, p. 65, 2018.

The conclusion from these figures is that the greater the level of education and training the greater the earning potential and the lower the level of education and training the lower the earning potential. In other words, the greater the skill level – be it through formal education or otherwise – the greater the earning potential.

These unemployment and earning figures are averages. Therefore, there may be individuals who left school early and have never been unemployed and who earn more than someone with a degree. However, these individuals may have a pronounced talent or aptitude in their chosen area, and/or have a pronounced interest in, and aptitude for, a very specific and unique area, and/or are simply very lucky. Knowing someone like this does not necessarily mean another person can copy this unless they have their own pronounced aptitude or talent in a particular or unique area, or are very lucky.

15. Ireland's Impact On The Global Economy

Our perception of the Irish economy is often determined by what we see on sale in supermarkets. However, the amount and types of products made in Ireland extend way beyond what we see in shops. Here are some examples.

1. 50% ventilators for medical use in hospitals in the world are made in Ireland⁸.
2. 25% of the world's population that have diabetes relying on injectable devices manufactured in Ireland – about 30 million people⁹.
3. 70% botox used thought the world is made in Westport Ireland¹⁰.
4. Ireland is the 2nd largest exporter of malt extract (germinated cereal grain) used in making beer, whisky, chocolate food products and biscuits¹¹.
5. Ireland is the 3rd largest exporter of butter, the 4th for beef, and 4th for sheep meat¹².
6. 1 in 7 babies throughout the world are fed on baby formula made in Ireland¹³.
7. 33% of the world's contact lenses are manufactured in Ireland¹⁴.
8. 80% of global stent production is carried out in Ireland¹⁵. They are inserted into blood vessels to help them heal.
9. 75% of global orthopaedic knee production comes out of Ireland¹⁶.
10. Penny's opened in Mary's street in Dublin in 1969. It now has 350 stores in 11 countries know as Primark¹⁷.
11. More than \$120 billion worth of aviation assets are managed from Ireland, representing 22% of all planes worldwide, and 40% of leased aircraft¹⁸.
12. In 2010, 33 miners were trapped in a mine in Chile for 69 day. The drill used to rescue them was manufactured in Shannon¹⁹.

⁸ <https://www.idaireland.com/doing-business-here/industry-sectors/medical-technology>

⁹ Irish Medtech Association Statement of Strategy 2016-2020

¹⁰ Source

¹¹ <https://commodity.com/ireland/>

¹² <https://commodity.com/ireland/>

¹³ Source

¹⁴ Irish Medtech Association Statement of Strategy 2016-2020

¹⁵ Irish Medtech Association Statement of Strategy 2016-2020

¹⁶ Irish Medtech Association Statement of Strategy 2016-2020

¹⁷ <https://www.primark.com/en/aboutus>

¹⁸ <https://www.mhc.ie/latest/insights/10-things-to-know-about-the-aviation-industry-in-ireland>

13. Ireland is the 7th largest producer of Zinc ore (the compound from which Zinc metal is extracted), and the 12th largest producer of Lead ore²⁰.
14. Ireland is the world leader in exports for scented mixtures used in perfumes, and food²¹.
15. Ireland is the biggest producer of Nitrogen Heterocyclic Compounds, a chemical used to make medicine²².
16. Ireland is the second largest producer of human blood and animal blood products²³.

Other Products;

17. 70% of mushrooms sold in supermarkets in the U.K. are grown in Ireland?
18. Kerrygold is the second best-selling brand of butter in U.S. and the first in Germany²⁴.
19. Over 100 million bottles of Baileys Irish Cream are manufactured in Ireland each year and it is exported to over 160 countries.²⁵
20. Sudocrem was invented and is made in Dublin and is exported to 40 countries²⁶.
21. Penny's opened in Mary's street in Dublin in 1969. It now has 350 stores in 11 countries know as Primark²⁷.

¹⁹ <https://www.irishcentral.com>

²⁰ <https://atlas.media.mit.edu/en/profile/country/irl/>

²¹ <https://atlas.media.mit.edu/en/profile/country/irl/>

²² <https://atlas.media.mit.edu/en/profile/country/irl/>

²³ <https://atlas.media.mit.edu/en/profile/country/irl/>

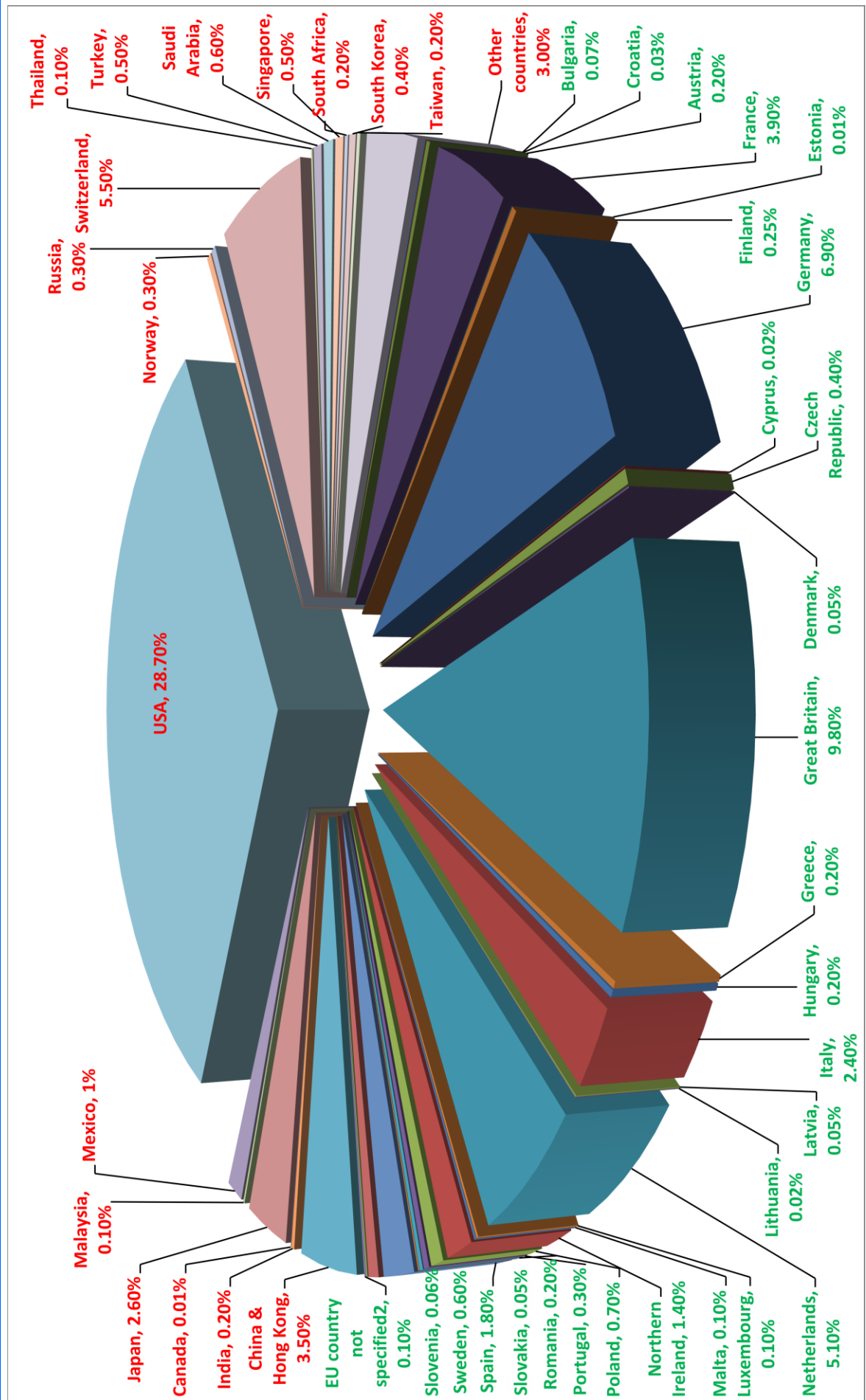
²⁴ <https://www.independent.ie/business>

²⁵ <https://www.diageo.com/en/our-brands/brand-profiles/baileys/>

²⁶ <https://sudocrem.com/ie-en/five-things-you-might-not-know-about-sudocrem/>

²⁷ <https://www.primark.com/en/aboutus>

Exports From Ireland 2018, Percentage to Country



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