**Checkpoints - Quantitative Assessments**

***This is in response to the several requests from teachers for Quantitative Assessments in addition to the Qualitative Assessments (Checkpoints) already included at the end of each Career Choices Workbook and Portfolio. Using these questions in addition to the vocabulary quizzes of each chapter should give you the necessary quantitative data you need.***

***The best way to assess the learning with the Career Choices curriculum is through the evaluation of the students written work, along with their final product, their 10-year plan. But if your school also requires a quantitative assessment, then add these questions to your mix of quizzes. For instance, use these short quizzes to determine if students read their textbook as assigned.***

**Chapter 1**

**True/False**

1. Success is not planned. It usually happens while daydreaming or it’s just luck – in other words being at the right place at the right time.
2. Success comes from combining a vision with appropriate efforts.
3. One reason people work is to have a sense of security.
4. Work is an important part of most people’s identity.
5. When I have to make a decision, I should flip a coin or give it my best guess.
6. Decision -making is a definable process and when the steps are followed can bring good results.
7. Success means making a lot of money, even if it is in a job you dislike.
8. Vision and Energy are very important elements in getting what you want from life.
9. One reason people work for self-respect and to feel powerful.
10. All workers earn money from their job.

**Answers**

1. False
2. True
3. True
4. True
5. False
6. True
7. False
8. True
9. True
10. False

**Chapter 2**

1. People have a better chance of feeling successful when they know their own work style - including their strengths and their \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. *Weaknesses.*
2. Hippocrates, the ancient Greek physician believed people exhibited 12 Behavior styles, which are no longer used today. T/F *False*

**Match each Work Behavior Style with the correct description**

* 1. Dominance b. Influencing c. Steadiness d. Compliance

1. People in this category like tasks that have well-defined procedures. Known for their steadiness and follow-through, they excel at jobs calling for specialized skills.
2. This category of people is responsible for quality control. They are detail people who work from a prescribed set of rules and regulations.
3. People with this behavioral style like to be in control of the work environment. They are decisive and focus on accomplishing goals.
4. These people’s strength lies in their ability to influence others. They are good communicators and enjoy the relationships that they develop at work. *I*
5. These people are usually happiest in leadership positions, such as manager, store owner, entrepreneur, school principal, contractor, office manager, and so on.
6. They are usually happiest in specialized positions such as word processor, mechanic, assembly line worker, repairperson, lab technician, or scientist.
7. They are happiest in “watch dog” jobs: working as accountants, law enforcement officials, editors, quality control managers, building inspectors, or zoning officials.
8. These people are usually happiest in people -oriented jobs such as sales, marketing, teaching, counseling, coaching, and customer service.

**Answers**

1. Weaknesses
2. False
3. C. Steadiness
4. D. Compliance
5. A. Dominance
6. B. Influencing
7. A. Dominance
8. C. Steadiness
9. D. Compliance
10. B. Influencing

**Chapter 3**

**True/False**

1. I have identified a goal/mission for my life.
2. I really do not have many choices for my future lifestyle.
3. Money and signs of success don’t have much to do with life satisfaction.
4. Dr. Maslow’s Hierarchy of Needs is portrayed as an octagon, with many sides.
5. A self-actualizer is someone who is satisfied and happy with his or her life.

**Answers**

1. True
2. False
3. True
4. False
5. True

**Chapter 4**

**True/False**

1. Housing is the most expensive item on most people’s budget.
2. Entertainment and Recreation can be eliminated from most people’s budget without impacting self-esteem and life satisfaction.
3. Taking time off is an important part of physical and mental health.
4. As a rule of thumb, every family should have at least one months’ income saved in case of an emergency.
5. Studies have shown that people with a comfortable income are usually much happier than those living in poverty. But excessive amounts of money do not seem to add significantly to life satisfaction.
6. Every job has it’s own rewards and sacrifices. How well a given career would work for you depends on your own values.

**Answers**

1. True
2. False
3. True
4. False
5. True
6. True

**Chapter 5**

**True/False**

1. It is not really important to complete questionnaires that identify specific working conditions because if the pay is good, you will adjust to the conditions.
2. It is essential to consider job characteristics that are important to you and then find careers that meet those requirements.
3. My ideal job would have nothing to do with my attitude or whether I was employee or employer. A job is important only if the pay equals your debts.
4. It is important to consider your own values as you deliberate on job choices.
5. You should listen to your friends’ ideas about what is important in a job because they understand you better than you understand yourself.

**Answers**

1. False
2. True
3. False
4. True
5. False

**Chapter 6**

**Choose the most correct statement as it relates to choosing a career.**

1. a. Do not waste time daydreaming about a possible career.

b. Shut your eyes and picture an ideal job. Would you find the settings and situations pleasing day in and day out, year after year?

2. a. The U.S. Department of Labor has identified thousands of Career Clusters.

b. There are 16 Career Clusters.

3. a. Career Research begins with dreaming, and asking you’re

best friend for suggestions of what you would be good at.

b. Career Research begins with library and online research.

4. a. The second step of Career Research is to complete three

surveys and interview someone now working in the field of your choice and daydream about a typical day on the job.

b. Step Two of Career Research is to pick a new field.

5. a. Draw a picture of yourself in your dream job.

b. Get a job or volunteer n the field you are interested in.

**Answers**

1. b
2. b
3. b
4. a
5. b

**Chapter 7**

**Match** the phrase to the **correct statement:**

*Long Term Goal - Short Term Goal - Evaluate Choices- Informed Decision*

1. Usually refers to a decision based on fact and thought

2. A goal that is essential to your happiness right now.

3. If you consider this type of goal first, decision-making will become much easier.

4. This is best done by listing the pros and cons of each choice.

5. List the eight steps in a comprehensive-decision-making model.

**Answers**

1. Informed Decision
2. Short Term Goal
3. Long Term Goal
4. Evaluate Choices
5. a) Define your goal.

b) State the decision to be made

c) Analyze your resources

d) Analyze your wants and needs

e) Identify your choices

f) Evaluate your choices

g) Make your decision

**Chapter 8**

**True/False**

1. In his book *The Road Less Traveled,* author, M. Scott Peck points out that using his techniques, problem solving will be easy and painless.
2. Delaying Gratification is the putting off of the temporary joys of today in favor of lasting rewards in the future.
3. If you can learn to delay gratification, you will be acquiring an important took in solving problems.
4. Just as you are responsible for becoming the person *you* want to be, you are also responsible for becoming the person anyone else wants you to be.
5. Dedication to truth or reality is a problem-solving tool one needs to master.
6. Problem solving requires balancing which does not requires judgment.

**Answers**

1. False
2. True
3. True
4. False
5. True
6. False

**Chapter 9**

**True/False**

1. It is easy to find reasons to complain, but it is impossible to find satisfaction in a life that is based on negative attitudes and feelings.
2. Life is not easy and it isn’t always fair, but that is no excuse for making excuses for not doing something.
3. Many limitations, such as handicaps and adversities are very real and cannot be changed, therefore, it is ok to give up on your goals and plans.
4. You can concentrate on the things you cannot do, or you can make the most of the choices remaining to you.
5. One way to remove a roadblock is to take responsibility for it.
6. Calculated risk-taking is an important skill for successful living.
7. One career plan is enough; you do not need a career back-up plan.

**Answers**

1. True
2. True
3. False
4. True
5. True
6. True
7. False

**Chapter 10**

**Choose the correct answer.**

1. In order to be effective, affirmations must be
   1. Written down
   2. Be short, positive and clear, and in the present tense
   3. Include your name and be meaningful and believable to you
   4. None of the above
   5. All of the above

1. The attitude needed to be successful includes:
   1. Desire, perseverance and self-confidence
   2. Pride, a little fear, and lots of support
   3. A strong will, admitting your weaknesses, ability to change your mind
   4. None of the above
   5. All of the above
2. Match the ‘E’s of Excellence’ with their definitions
   1. Enthusiasm
   2. Expectations
   3. Energy
   4. Enterprise
   5. Efficiency
   6. Ethics
3. Another word for your conscience, your sense of right and wrong
4. Springs from good health including adequate rest, nutrition, and exercise.
5. Once your expectations are in place, it is easier to generate this to accomplish your goals
6. Another word for vision.
7. The ability to recognize both problems and opportunities and the willingness to take calculated risks. “When life gives you lemons, make lemonade.”
8. Taking control of your life, being organized.

**ANSWERS**

1. a) Ethics
2. c) Energy
3. a) Enthusiasm
4. b) Expectations
5. e) Efficiency
6. d) Enterprise

**Chapter 11**

**True or False?**

1. A good way to begin your job search is to write a resume’. It will help you define your skills and abilities, clarify your career aspirations and present yourself well in job interviews.
2. A resume’ should be at least 4-6 pages long.
3. References are your friends and relatives only because they know you the best.
4. An excellent way to learn more about your chosen career as well as to find a job is to conduct an informational interview.
5. The job interview will usually be the step that the decision to hire you or not is made. This is based on the impression you make during the interview.
6. Good suggestions to remember during the interview are: Be on time, Look good, but not flashy, Look confident, and be prepared.

**Answers**

1. True
2. False
3. False
4. True
5. True
6. True

**Chapter 12**

***See the Teacher’s Lounge for suggestions on the final exam.***

**True or False?**

1. Success depends largely on two factors: vision and energy.
2. You should always follow your 10 - year plan step by step without ever making any changes.
3. Perhaps you will change your plan and head off in an entirely different direction. That’s fine, but make your decisions consciously. Have a reason for changing your mind. Then make a new plan.
4. Getting the right education is all you need to have a satisfying and rewarding future.
5. Your future hinges on how well you manage yourself .
6. Self-control strategies include, Delaying gratification, Facing fears and anxieties and Overcoming roadblocks and solving problems.
7. Your life is defined by the choices you make.

**Answers**

1. True
2. False
3. True
4. False
5. True
6. True
7. True