

## THE CHALLENGE

*Maya worked at a fast-food restaurant during high school, making minimum wage with irregular hours. While the job provided spending money, it offered no benefits, limited skill development, and no path to advancement. After graduation, Maya enrolled in a community college nursing program. Although she earned less during her education, within five years she had become a registered nurse earning more than three times her previous hourly wage, with excellent benefits and clear opportunities for advancement.*

**How did Maya's decision to invest in a career path rather than continuing in a series of jobs change her long-term financial outlook?**

### Learning Objectives

- Differentiate between a job and a career based on growth potential and financial outcomes.
- Identify how career paths affect long-term earning potential and financial stability.
- Evaluate personal interests and skills in relation to potential career paths.

## CORE CONCEPTS

Term	Definition
Job	A position of employment that provides immediate income but may have limited growth potential.
Career	A sequence of related jobs in a particular field that provides growth, advancement, and increasing compensation over time.
Career Path	A strategic progression of jobs, education, and skill acquisition that leads toward specific professional goals.
Career Capital	The accumulated skills, experiences, knowledge, and connections that increase your value in the workplace.

**Background:** The choices you make about education and work can affect your earning potential for decades. While jobs provide immediate income, careers offer pathways to growth, advancement, and long-term financial stability. Workers with career-focused planning earn substantially more over their lifetimes than those who move between unrelated jobs. Career capital—the skills, experiences, and connections you build—becomes one of your most valuable financial assets, opening doors to better opportunities.

## APPLY IT

### PART A: JOB VS. CAREER ANALYSIS

For each scenario, determine whether the person is in a "job" or building a "career." Explain your reasoning.

#### Scenario 1: Restaurant Worker

Alex works part-time at different restaurants each year, wherever the pay is slightly better. They have no interest in food service management and take no training courses. After four years, they're still making close to minimum wage.

This is a: \_\_\_\_\_ (job / career)

Because: \_\_\_\_\_

#### Scenario 2: IT Professional

Jordan started as a help desk technician after earning an IT certification. They're now studying for advanced certifications, have been promoted to network administrator, and their company is paying for additional training. Their salary has increased 40% in three years.

This is a: \_\_\_\_\_ (job / career)

Because: \_\_\_\_\_

#### Scenario 3: Retail Supervisor

Sam started as a cashier but expressed interest in management. The company put them through leadership training, and Sam is now an assistant store manager pursuing a business degree part-time. The company offers tuition reimbursement and a path to store manager.

This is a: \_\_\_\_\_ (job / career)

Because: \_\_\_\_\_

**Hint:** A career involves intentional growth, skill building, and advancement. A job is primarily about earning immediate income without a strategic plan for progression.

### PART B: FINANCIAL IMPACT COMPARISON

Compare the 10-year financial outcomes for two different paths. Complete the calculations.

Factor	Path A: Series of Jobs (No advancement focus)	Path B: Career Path (Strategic growth)
--------	--	---

Starting Hourly Wage	\$12.00	\$14.00
Wage After 5 Years	\$14.00	\$22.00
Wage After 10 Years	\$15.50	\$32.00
Annual Salary Year 10 (wage × 2,080 hrs)		
Difference in Year 10		

4. How much more per year does the career path earn in Year 10 compared to the job path?

---

5. What types of "career capital" might the person on Path B have built that explains their higher earnings?

---



---

6. What are TWO financial benefits (beyond salary) that career paths typically offer that jobs may not?

---



---

### PART C: PERSONAL APPLICATION

7. Identify a career field that interests you. What is the typical entry-level position, and what might a mid-career position look like 10 years later?

---



---



---

8. What specific steps could you take in the next 1-2 years to begin building career capital in that field?

---



---



---

### CHECK YOUR UNDERSTANDING

1. The accumulated skills, experiences, and professional connections that increase your value to employers is called:

- A. Job security
- B. Career capital
- C. Work experience
- D. Employment history

**2.** Explain the main difference between a job and a career in terms of long-term financial outcomes.

---

---

**3. Calculation:** Carlos started at \$18/hour and received 8% raises annually for 3 years. What is his hourly wage after 3 years? (Round to nearest cent)

Show your work:

Answer: \$ \_\_\_\_\_ per hour

**4.** Maya chose to earn less money during nursing school rather than continue working full-time at the restaurant. How does this "short-term sacrifice" relate to building a career?

---

---

**5. Reflection:** Consider your own interests, skills, and values. What careers might align with these aspects of yourself while providing the financial future you want? What is one step you could take now to explore that path?

---

---

---