



Assignment 2.4: Employability Skills

1 hour (7 marks)



You will need to refer to the Employability Skills 2000⁺ chart and to the job advertisement on the following pages to help you answer the questions below. The advertisement has been written for adults with a university degree, so you might find it difficult to read. Use a dictionary and ask your learning partner for help.

You may choose to use your own advertisement instead of the one provided. Refer to your local newspaper or to the Internet for sample advertisements. Please include a copy of the selected advertisement with this assignment.

1. Read the advertisement and list **four** common skills that the employer is looking for.
(2 marks)

2. What **three** skills did you find in the advertisement that you think you have? (1.5 marks)

3. What **two** skills did you find that you don't think you have now but would like to gain?
(1 mark)

4. After reading the advertisement and answering questions 1 to 3, come up with a list of **five** employability skills that would likely be common among many different jobs/careers in the field of physical education and health education. (2.5 marks)

(continued)

Employability Skills 2000+

The skills you need to enter, stay in, and progress in the world of work—whether you work on your own or as a part of a team.

These skills can also be applied and used beyond the workplace in a range of daily activities.

Fundamental Skills

The skills needed as a base for further development

You will be better prepared to progress in the world of work when you can:

Communicate

- read and understand information presented in a variety of forms (e.g., words, graphs, charts, diagrams)
- write and speak so others pay attention and understand
- listen and ask questions to understand and appreciate the points of view of others
- share information using a range of information and communications technologies (e.g., voice, e-mail, computers)
- use relevant scientific, technological and mathematical knowledge and skills to explain or clarify ideas

Manage Information

- locate, gather and organize information using appropriate technology and information systems
- access, analyze and apply knowledge and skills from various disciplines (e.g., the arts, languages, science, technology, mathematics, social sciences, and the humanities)

Use Numbers

- decide what needs to be measured or calculated
- observe and record data using appropriate methods, tools and technology
- make estimates and verify calculations

Think & Solve Problems

- assess situations and identify problems
- seek different points of view and evaluate them based on facts
- recognize the human, interpersonal, technical, scientific and mathematical dimensions of a problem
- identify the root cause of a problem
- be creative and innovative in exploring possible solutions
- readily use science, technology and mathematics as ways to think, gain and share knowledge, solve problems and make decisions
- evaluate solutions to make recommendations or decisions
- implement solutions
- check to see if a solution works, and act on opportunities for improvement

Personal Management Skills

The personal skills, attitudes and behaviours that drive one's potential for growth

You will be able to offer yourself greater possibilities for achievement when you can:

Demonstrate Positive Attitudes & Behaviours

- feel good about yourself and be confident
- deal with people, problems and situations with honesty, integrity and personal ethics
- recognize your own and other people's good efforts
- take care of your personal health
- show interest, initiative and effort

Be Responsible

- set goals and priorities balancing work and personal life
- plan and manage time, money and other resources to achieve goals
- assess, weigh and manage risk
- be accountable for your actions and the actions of your group
- be socially responsible and contribute to your community

Be Adaptable

- work independently or as a part of a team
- carry out multiple tasks or projects
- be innovative and resourceful: identify and suggest alternative ways to achieve goals and get the job done
- be open and respond constructively to change
- learn from your mistakes and accept feedback
- cope with uncertainty

Learn Continuously

- be willing to continuously learn and grow
- assess personal strengths and areas for development
- set your own learning goals
- identify and access learning sources and opportunities
- plan for and achieve your learning goals

Work Safely

- be aware of personal and group health and safety practices and procedures, and act in accordance with these

Teamwork Skills

The skills and attributes needed to contribute productively

You will be better prepared to add value to the outcomes of a task, project or team when you can:

Work with Others

- understand and work within the dynamics of a group
- ensure that a team's purpose and objectives are clear
- be flexible: respect, be open to and supportive of the thoughts, opinions and contributions of others in a group
- recognize and respect people's diversity, individual differences and perspectives
- accept and provide feedback in a constructive and considerate manner
- contribute to a team by sharing information and expertise
- lead or support when appropriate, motivating a group for high performance
- understand the role of conflict in a group to reach solutions
- manage and resolve conflict when appropriate

Participate in Projects & Tasks

- plan, design or carry out a project or task from start to finish with well-defined objectives and outcomes
- develop a plan, seek feedback, test, revise and implement
- work to agreed quality standards and specifications
- select and use appropriate tools and technology for a task or project
- adapt to changing requirements and information
- continuously monitor the success of a project or task and identify ways to improve



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Job Advertisement

Sales Representative

A local sporting goods company is looking for a sales representative to cover western Canada.

Location

Winnipeg, Manitoba

Responsibilities

- Manage and develop the business relationship between the company and its current customers.
- Increase the amount of sales to the existing customers in the region.
- Find new customers.
- Expand the company's profile in new areas such as seniors' centres and penal institutions.
- Provide training for recreation technicians.
- Determine which products are not being purchased by different groups.

Education

- A university degree in a related field is preferable.

Knowledge/Skills

- Computer knowledge required (MS Office, Internet).
- Essential skills include the ability to use time effectively and the ability to persuade, negotiate, and sell.

Experience

- Must have two to four years of sales experience with similar products.

