



All Aspects of Industry

Presented by:

**Russell Weikle, Administrator
Program and Administrative Support Office
Secondary, Career, and Adult Learning Division**



JACK O'CONNELL
State Superintendent
of Public Instruction

Workshop Objectives

1. What is “All Aspects of an Industry”?
2. Why is it important?
3. How to integrate “All Aspects”.
4. The benefits of integrating the concepts of “All Aspects”



JACK O'CONNELL
State Superintendent
of Public Instruction

All Aspects of Industry (AAI) What Does it Mean?



JACK O'CONNELL
State Superintendent
of Public Instruction

Introduced in Perkins II

All Aspects of Industry Components

- Planning
- Management
- Finance
- Technical and Production Skills
- Underlying Principals of Technology
- Labor Issues
- Community Issues
- Health, Safety, and Environmental Issues



JACK O'CONNELL
State Superintendent
of Public Instruction

Required in Perkins IV

Section 135(b)(3) states that LEAs must “provide students with strong experience in and understanding of all aspects of an industry, which may include work-based learning experiences.”



JACK O'CONNELL
State Superintendent
of Public Instruction

Where AAI fits in

- Combines learning with actual experiences
- Integration of CTE and academics
- Interdisciplinary Instruction
- Links with schools, industry, and community
- Avoids narrow training



JACK O'CONNELL
State Superintendent
of Public Instruction

What AAI does

- Prepares students with a variety of skills for a fast-changing work place.
- Explores the context in which CTE skills are taught and used.
- Acts as an organizer for curriculum rather than an end in itself.



JACK O'CONNELL
State Superintendent
of Public Instruction

A Curriculum Development Strategy

- Can be implemented in a variety of ways.
- Easily combined Tech Prep, Programs of Study, Partnership Academies, and Multiple Pathways.
- Can work as a bridge to unite school and work-based learning.



JACK O'CONNELL
State Superintendent
of Public Instruction

Problems

- Educators have difficulty accepting or understanding AAI.
- Workplace barriers
- Traditionally AAI has had limited implementation



JACK O'CONNELL
State Superintendent
of Public Instruction

Justifications

- Integrates foundation knowledge and CTE skills.
- Empowes students to make career and life choices.
- Prepares students to adapt to technological and economical changes in industries and careers.



JACK O'CONNELL
State Superintendent
of Public Instruction

All Aspects of Industry Components

- Planning
- Management
- Finance
- Technical & Production Skills
- Underlying Principals of Technology
- Labor Issues
- Community Issues
- Health, Safety, and Environmental Issues



JACK O'CONNELL
State Superintendent
of Public Instruction

Planning

- How an organization plans including goals and objectives
- Types of ownerships – Private vs. Public.
- Relationship of organization to economical, political, and social context.
- Assessment of needs.



JACK O'CONNELL
State Superintendent
of Public Instruction

Key Instructional Units Planning

- Strategic planning
- Establishing goals and objectives
- Performance assessment



JACK O'CONNELL
State Superintendent
of Public Instruction

Curriculum Examples Planning

- Prepare a business plan that will convince a bank to lend you money.
- Contact the Small Business Administration in your area to find out more about funding sources.
- Prepare a timeline in the business plan to achieve your goal.



JACK O'CONNELL
State Superintendent
of Public Instruction

Management

- Structure and process for effectively accomplishing goals.
- Operation of the organization using facilities, staff, resources, equipment, and materials



JACK O'CONNELL
State Superintendent
of Public Instruction

Key Instructional Units Management

- Organizational structures
- Workplace cultures
- Production methods



JACK O'CONNELL
State Superintendent
of Public Instruction

Curriculum Examples Management

Select a local business/organization and gather information including:

- Number of people working there,
- Number of hours the facility operates,
- Job classifications of employees,
- Qualifications for each job classification
- Range of employee wages.



JACK O'CONNELL
State Superintendent
of Public Instruction

Finance

- Accounting and financial decision-making process
- Methods of acquiring capital to operate
- Management of financial operations including payroll.



JACK O'CONNELL
State Superintendent
of Public Instruction

Key Instructional Units

Finance

- Capital acquisitions
- Financial operations of a business

Curriculum Examples

Finance



JACK O'CONNELL
State Superintendent
of Public Instruction

- How does the company acquire capital to operate?
- What are some of the fixed and variable expenses of the company?
- How has technology increased and/or decreased the costs of operations?



JACK O'CONNELL
State Superintendent
of Public Instruction

Technical and Production Skills

- Basic foundation skills.
- Specific production skills.



JACK O'CONNELL
State Superintendent
of Public Instruction

Key Instructional Units Technical and Production Skills

- Specific skills and techniques for production.
- Ways of organizing production work.
- Methods which diversify and rotate jobs.



JACK O'CONNELL
State Superintendent
of Public Instruction

Curriculum Examples

Technical and Production Skills

- What work elements are time driven?
- What are some causes of major work stoppages?
- What are the levels of training and skills represented throughout the company?
- How does the company invest in training, retaining, and advancing employees?



JACK O'CONNELL
State Superintendent
of Public Instruction

Underlying Principles of Technology

- Technological systems used in the workplace and their contributions to the product or service
- Mathematical, scientific, social, and economic principles that underlie the technology



JACK O'CONNELL
State Superintendent
of Public Instruction

Key Instructional Units Underlying Principals of Technology

- Technology in the workplace
- Ongoing professional training.



JACK O'CONNELL
State Superintendent
of Public Instruction

Curriculum Examples

Underlying Principals of Technology

- How is computer technology used throughout the company? How has technology transformed the company's operation?
- How does the company use communication technology, production technology, transportation technology, and bio-related technology?
- How is technology used in making decisions regarding production or other matters?



JACK O'CONNELL
State Superintendent
of Public Instruction

Labor Issues

- Rights of employees
- Wages
- Benefits
- Working conditions



JACK O'CONNELL
State Superintendent
of Public Instruction

Key Instructional Units

Labor Issues

- Employees' rights and responsibilities
- The role of labor organizations



JACK O'CONNELL
State Superintendent
of Public Instruction

Curriculum Examples

Labor Issues

- Investigate benefits and drawbacks of unions.
- Determine how a company decides the division of labor.
- Who participates in defining worker's roles, responsibilities, and rights?
- Why is cultural sensitivity important in a particular workplace?



JACK O'CONNELL
State Superintendent
of Public Instruction

Community Issues

- The impact of the company on the community.
- The community's impact on the company.



JACK O'CONNELL
State Superintendent
of Public Instruction

Key Instructional Units

Community Issues

- Community activities and issues.
- A company's involvement in the community.



JACK O'CONNELL
State Superintendent
of Public Instruction

Curriculum Examples

Community Issues

- How a company maintains a good public image.
- A company participation in community projects or initiatives.
- Identify tangible results of a company's and its employees' involvement in community issues.
- How is a facility modified to be accessible to the physically challenged?



JACK O'CONNELL
State Superintendent
of Public Instruction

Health, Safety and Environment

- Health and safety practices and laws affecting the employee.
- Health and safety practices and laws affecting the employer.
- The surrounding community, and the environment.



JACK O'CONNELL
State Superintendent
of Public Instruction

Key Instructional Units

Health, Safety and Environment

- Regulatory issues
- Workplace safety
- Personal safety



JACK O'CONNELL
State Superintendent
of Public Instruction

Curriculum Examples

Health, Safety and Environment

- Identify how federal regulations apply to a company.
- Investigate the job-specific health threats of this industry.
- Identify health and safety policies, rules, or attire.
- Green technologies.

**ALL ASPECTS OF THE INDUSTRY (AAI)
Sample CTE Program Matrix**

Instructions: List the Industry Sector and Career Pathway for the CTE Program. *In the top row identify the courses in the sequence of courses. Under the course titles, list the aspect of the industry activities that will be taught for each AAI component.*

Industry Sector: Building Trades and Construction **Career Pathway:** Cabinetmaking and Wood Products

ASPECTS	SEQUENCE OF COURSES IN THE CTE PROGRAM		
	Course 1: <u>Introduction to Wood</u>	Course 2: <u>Woodworking I</u>	Course 3: <u>Cabinetmaking</u>
Planning		Why industries respond to customer wants and expectations. Benefits in anticipating changes in the industry and market trends.	How regulatory laws can impact how a business operates.
Management	Key components of a company "mission statement." How roles and responsibilities in a small or family business are different than in larger companies.	Understand the company's chain of command. Why a worker should adjust to different management styles.	Understand how the company is dependent on local/national/world economy
Finance	Ways a business obtains capital. How paycheck deductions affect a worker.	Importance of accounting in a business. How a company estimates and bids for a contract	
Technical and Production Skills	Basic math ability. The ability to speak and write the English language effectively. The ability to listen effectively. Basic computer operations.	Demonstrate the ability to manage time effectively. The importance of deadlines and schedules.	
Underlying Principals of Technology	Describe the primary technology used in your industry. The importance of continuously upgrading one's job skills.	The importance of analyzing new technology to make company more effective. The importance of adaptability and learning from experience.	The importance of acquiring and analyzing information effectively and making sound decisions.
Labor Issues	Advantages/disadvantages of hourly and salaried pay.	The importance of knowing your rights as a worker. The role labor organizations (unions) play in your industry (if any).	Difference in legal responsibilities and benefits between being self-employed and employed by a company.
Community Issues		Key ways a company helps its community. How a company's public perception is important	
Health, Safety, and Environmental Issues	Describe basic workplace safety training for the industry.	The importance of complying with state and federal agency regulations.	Describe the role of OSHA. Describe workplace ergonomics for the industry.

**ALL ASPECTS OF THE INDUSTRY
CTE Program Matrix**

Instructions: List the Industry Sector and Career Pathway for the CTE Program. *In the top row identify the courses in the sequence of courses. Under the course titles, list the aspect of the industry activities that will be taught for each AAI component.*

Industry Sector: _____ **Career Pathway:** _____

AAI COMPONENT	SEQUENCE OF COURSES IN THE CTE PROGRAM		
	Course 1: _____	Course 2: _____	Course 3: _____
Planning			
Management			
Finance			
Technical and Production Skills			
Underlying Principals Of Technology			
Labor Issues			
Community Issues			
Health, Safety, and Environmental Issues			



JACK O'CONNELL
State Superintendent
of Public Instruction

Incorporating All Aspects

- Take an AAI approach into existing projects.
- Evaluate current activities
- Cooperative education activities
- Expand work-based opportunities
- Multi-disciplinary projects
- Community Speakers



JACK O'CONNELL
State Superintendent
of Public Instruction

Incorporating All Aspects

- Field trips
- Job shadowing
- Service-Learning
- Mentors
- Career Academies

Search Catalog
[Advanced Search](#)

Catalog

- [Academics](#)
- [Agriculture](#)
- [Business Education](#)
- [Career and Guidance](#)
- [Competency Profiles](#)
- [Family and Consumer Sciences](#)
- [Health Occupations](#)
- [Industrial Education](#)
- [Automotive](#)
- [Marketing/Cooperative Education](#)
- [Special Populations](#)
- [Technology Education](#)
- [Teacher Resources](#)
- [KidTools](#)
- [Online Products](#)

Online Products

- [Unlicensed Assistive Personnel Curriculum Online](#)
- [Agricultural Education Curriculum Online](#)
- [General Service Technician Curriculum Online](#)
- [EATOnline](#)

Customer Service

- [Receive Product News](#)
- [Letter From the Director](#)
- [IML Staff & Contact Directory](#)

Search Products

Include Product Descriptions in Search

Search Product Numbers

Product Number Search supports partial numbers. For example, enter "11-3" to bring up all products that contain "11-3" in the product number.

65-9000-1 All Aspects of the Industry (Instructor)

Designed to fulfill requirement of Carl Perkins legislation stating that all students should have a knowledge of the industry in which they are preparing to enter. Workbook provides students with examples of workplace knowledge developed by a committee of industry representatives and career and technical instructors. Information is organized into areas mentioned in the Carl Perkins Act: business planning, management, finance, technical and production skills, principles of technology, labor, community issues, and health/safety/environment. Each area includes suggested projects and a multiple choice question test bank. (IML 1994)

Price: \$32.00

[Add to Cart >>](#)

Shopping Cart

Cart items will be active for 2 days.

[Check Out](#)

Featured Product

Ag Online for Agricultural Science I :



[Learn More](#)
[Add to Cart](#)

EATOnline

The Educational Alignment Tool is now Online! All your Missouri State Standards Curriculum Alignment in one place! [Click here](#) for more info.

Partners





JACK O'CONNELL
State Superintendent
of Public Instruction

Questions





JACK O'CONNELL
State Superintendent
of Public Instruction

THANK YOU