

Discussion

- What are the people in your lives telling you about work these days?
- Describe a conversation you've had with someone who is looking for work
- With someone considering a job or career change?
- With someone who has lost a job



When you want to choose career options based on your skills and experience



The Changing World of Work

What's it like out there?



Course outline

Date	Topic	Notes
3/23	Finding a job: What's it like out there?	
3/30	Doing the Job	
No class meeting on 4/6		
4/13	Keeping the Job	
4/20	Losing the Job	Lori MacGregor, Reignition Project
4/27	Looking Ahead	Shannon Curtis, Assumption Career Development





About yours truly





Getting ready to look for a job



TECHNICIANS

IBM

**ELECTRONIC TECHNICIANS
TOOLMAKERS
MACHINE REPAIRMENT
DESIGNERS**

**Worcester Interviews
March 25 and 26**

Openings are immediately available at IBM's Systems Development Division and Systems Manufacturing Division in Poughkeepsie, New York.

ELECTRONIC TECHNICIANS
Required to work in computer testing or circuitry analysis. Involves the testing or analysis of circuitry and computer units for some of the world's largest and most advanced electronic data processing equipment. Formal technical school training or equivalent technical experience is required.

TOOLMAKERS
Tooling and manufacturing operations in the following areas: mechanical, electromechanical, plastic mold. Requires graduation from an apprentice training program or equivalent experience in one of

**Career Opportunities
In Our Expanding
Drafting Department
DETAIL DRAFTSMEN**

Interesting, challenging assignments in a wide range of industrial, commercial and military electronic equipment. Now commencing development of multi-layer printed wiring panels. Outstanding opportunity for advancement, modern, air conditioned, uncrowded space. Excellent starting pay and benefits.

(Our potential for continued growth is outstanding — is yours?)

For a confidential interview, please contact Mr. L. N. Moyer, Raytheon Company, 1415 Boston-Providence Highway, Norwood, Mass. Telephone area code 517, 792-6700, Ext. 254.

RAYTHEON
Excellence in Electronics
An Equal Opportunity Employer M/F

AD

**DEVELOPMENT
CHEMIST**

We are seeking a Development Chemist with 1-3 years of broad experience in Chemical Product and Process De-

Snelling & Snelling
PERSONNEL CONSULTANTS

WE PLACE PEOPLE
Most in Worcester Area
MR. HARRIS

CLERICAL WORK (M.S. Grad.)	\$14.00
PERSONNEL TRAINING	\$12.00
REFRIGERATION MAINTENANCE SUPV.	\$18.00
COMPUTER OPER. (M.S. Grad.)	\$16.00
BANK LOAN ASSISTANT	\$14.00
T.A.S. Operator	\$12.00
COST CLERK	\$14.00
ACCOUNTS PAYABLE (M.S. Grad.)	\$14.00
L.A.S. Technicians H.S. Grad.	\$12.00
LABORATORY ASSISTANT	\$12.00
INTERNAL AUDITOR	\$14.00
RESEARCH TECHNICIAN	\$16.00
MACHINE DESIGNER	\$18.00
PRODUCTION ENG. (M.S. Grad.)	\$16.00
TIME & ALIAS STUDY	\$18.00

Employees Pay Most Fees
MR. LAPRADA

PUBLIC RELATIONS MAN	\$15.00
SERVICE MAN (M.S. Grad.)	\$12.00
MANAGEMENT TRAINING	\$12.00

Also See Section 33A
SNELLING AND SNELLING

WE PLACE PEOPLE
37 Main St. - 2nd Floor - 337-5601

**SALES
HELP!!!**

1 - To see ANY MANUSCRIPT
2 - To take orders, receive calls
3 - To make any sales
4 - To be capable of earning top salaries. We have all these benefits. Excellent working conditions. Apply now for work employment.

DUDDIE'S
616 PARK AVE.

33A HELP MALE SALES

WANTED IMMEDIATE new men with previous auto sales experience. Must be able to sell, take orders, receive calls, make any sales. We have all these benefits. Excellent working conditions. Apply now for work employment.

**ROUTE SALES
IN THE WORCESTER AREA**

We offer one of the best route sales opportunities in America. Customers are established and willing to be served by a man who is qualified. This is a home delivery service.

All fringe benefits, paid vacation, life insurance, plus sickness and accident family plan, 5 day week, 885 per week in store, above average earnings after training.

For interview, apply to Mr. Robinson Friday, 9 a.m. to 2 p.m. at the Division of Employment Security

51 Myrtle St., Worcester or Call 737-3813

**I WANT A
PARTICULAR
TYPE MAN**

A man who will take a personal interest in my business. A man who will work for me as he will for himself. Must be ambitious.

I will place this man on a \$600 monthly guaranteed.

Wonderful Company Benefits, hospitalizing, insurance, etc.

telephone
733-0819
any time

34 HELP MALE OR FEMALE 34 HELP MALE OR FEMALE

WANTED IMMEDIATE new men with previous auto sales experience. Must be able to sell, take orders, receive calls, make any sales. We have all these benefits. Excellent working conditions. Apply now for work employment.

BE YOUR OWN BOSS

Major oil company is looking for the right man to run a new and successful station in Westboro.

PRIME LOCATION
Route 9, near 495 East and industrial development.

HIGH VOLUME
Presently operating at over 30,000 gallons per month.

PAID TRAINING
Financing available.

For information call,
Mr. DeLoeue
Worcester 791-0668
(Nights 398-8655)

**TRUCKERS
OWNER-OPERATOR**

TRUCKER or OWNER-OPERATOR heavy duty trucking, diesel equipment, full truck or van commission for heavy work. Excellent opportunity. Good rates. Live paid in New England. High salary, management, New York, Maryland & Delaware areas.

Write C-10
TELEGRAPH and GAZETTE

33B BUSINESS OPPORTUNITIES

BARBER SHOP for sale, equipped and modern, located in Cherry Valley, 2024, 2040, 2100, E. H. B. BLDG. FOR RENT or LEASE. Rm. 106, 107, 108, 109.

DRIVE BAR with 1965 new building and equipment. West Regional School and County. Owner's home, wonderful location. Opportunity for financial and big pay. Seasonal. Reliability of 4000. Price \$10,000.

R-TRONIC was available and new 3 day service station for home. Quality located at Grafton, MA. 700-0000. 8-11. Volume, low rent facilities. Including 1000 gallon fuel storage. 30 new equipment. This is a wonderful opportunity for the right man. For information call, Local 100, Mr. Ray Stone at 700-0000, Box 30, Beverly, Mass.

LAWN MOWERS, 12 WANTED, 13 WANTED, 14 WANTED, 15 WANTED, 16 WANTED, 17 WANTED, 18 WANTED, 19 WANTED, 20 WANTED, 21 WANTED, 22 WANTED, 23 WANTED, 24 WANTED, 25 WANTED, 26 WANTED, 27 WANTED, 28 WANTED, 29 WANTED, 30 WANTED, 31 WANTED, 32 WANTED, 33 WANTED, 34 WANTED, 35 WANTED, 36 WANTED, 37 WANTED, 38 WANTED, 39 WANTED, 40 WANTED, 41 WANTED, 42 WANTED, 43 WANTED, 44 WANTED, 45 WANTED, 46 WANTED, 47 WANTED, 48 WANTED, 49 WANTED, 50 WANTED, 51 WANTED, 52 WANTED, 53 WANTED, 54 WANTED, 55 WANTED, 56 WANTED, 57 WANTED, 58 WANTED, 59 WANTED, 60 WANTED, 61 WANTED, 62 WANTED, 63 WANTED, 64 WANTED, 65 WANTED, 66 WANTED, 67 WANTED, 68 WANTED, 69 WANTED, 70 WANTED, 71 WANTED, 72 WANTED, 73 WANTED, 74 WANTED, 75 WANTED, 76 WANTED, 77 WANTED, 78 WANTED, 79 WANTED, 80 WANTED, 81 WANTED, 82 WANTED, 83 WANTED, 84 WANTED, 85 WANTED, 86 WANTED, 87 WANTED, 88 WANTED, 89 WANTED, 90 WANTED, 91 WANTED, 92 WANTED, 93 WANTED, 94 WANTED, 95 WANTED, 96 WANTED, 97 WANTED, 98 WANTED, 99 WANTED, 100 WANTED.



Time was ...

Changing World of Work - 1

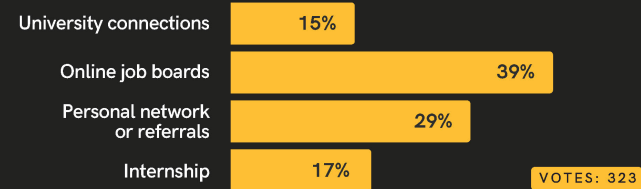
Junior-level Reality

Landing a first IT job often requires a mix of persistence, networking, and using multiple channels. Most juniors rely on job boards or personal referrals, while a smaller portion benefit from university connections or internships. The majority secure a role in under three months, but some take longer.

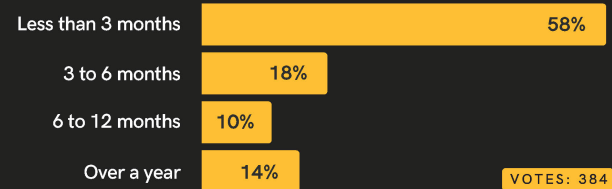
Key takeaway:

A proactive approach beats a passive resume: networking, applying widely, and gaining hands-on experience are the real game-changers for juniors entering the IT world.

How did you secure your first job in the industry?



How long did it take you to get your first job as a Junior?



Finding that first job in Europe



2026 EMPLOYMENT LANDSCAPE

How People Find Jobs Today

The channels, platforms & strategies driving modern job discovery in 2026

68.6%

use online
job boards

77%

of seekers
use AI tools

2 in 3

jobs via skills-
based hiring



Top Job Search Channels

Online Boards — LinkedIn, Indeed, Glassdoor

Professional Networking & Referrals

Staffing & Recruiting Agencies

Skills-Based Direct Applications

AI-Matched Platforms & Communities

💡 *Best results come from combining
online platforms, networking, and agencies*

JOB-SEEKER INNOVATIONS 2026

AI-Powered Job Search

*"77% of job seekers used AI tools
in their search in 2026"*

New tools are reshaping how candidates discover, apply, and prepare for roles.

Resume AI — Teal, Jobscan & Jobright

Tailor resumes to specific postings with keyword gap analysis and match scoring instantly.

Auto-Application — Sonara & Careerflow

Automate job discovery, tracking, and submission — cutting hours from the application cycle.

Interview Coaching — Final Round AI

Real-time feedback on delivery, pacing, and content during live practice interview sessions.

Blockchain Credential Verification

Secure, portable proof of skills and qualifications that employers can verify without delay.

AI & Technology Transforming Recruitment

43%

of HR teams
now use AI

85%

faster resume
screening

70%

savings in
recruiter costs

62%

expect full AI
hiring this year

AI Screening & Matching

Tools like HireVue analyze speech, tone, and facial cues. AI sources, screens, and predicts candidate fit at scale.

Skills-Based Hiring

Nearly 2 in 3 employers now prioritize capabilities over degrees, dramatically widening accessible talent pools.

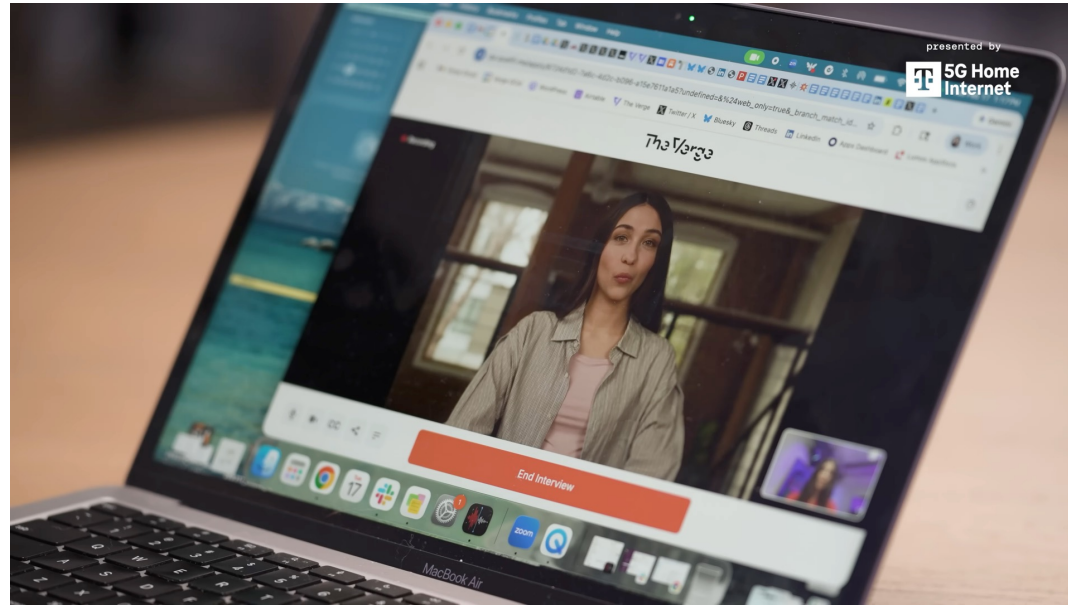
Conversational AI Screening

Chatbots conduct initial interviews at 87% lower cost, qualifying and scheduling candidates 24/7 autonomously.

Human-AI Oversight Balance

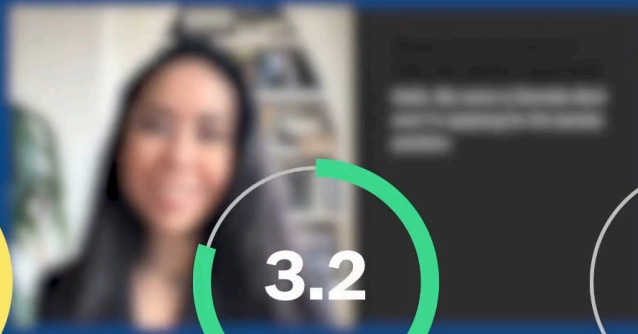
93% of managers insist on human oversight. Only 26% of applicants trust AI alone — visible review is essential.





I was interviewed by an AI bot for a job

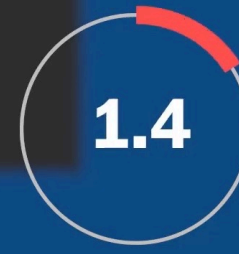




Communication



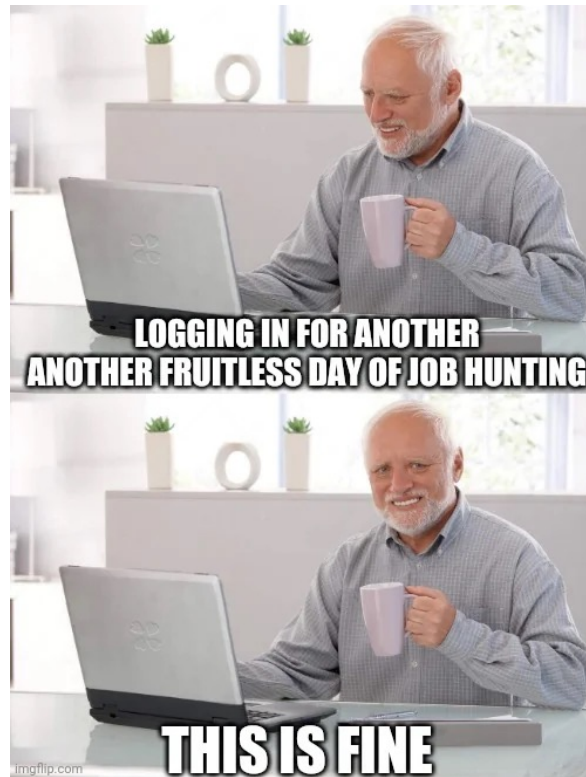
Professionalism



Attitude

Thoughts?





AI, politics, and stagflation: The forces driving worker fatigue





Donald J. Trump  

@realDonaldTrump

In my opinion, today's Jobs Numbers were RIGGED in order to make the Republicans, and ME, look bad — Just like when they had three great days around the 2024 Presidential Election, and then, those numbers were “taken away” on November 15, 2024, right after the Election, when the Jobs Numbers were massively revised DOWNWARD, making a correction of over 818,000 Jobs — A TOTAL SCAM. Jerome “Too Late” Powell is no better! But, the good news is, our Country is doing GREAT!

9.83k ReTruths **46.5k** Likes

Aug 01, 2025, 3:44 PM

Who do you trust for news about the job market?

Why Trump's firing of labor data chief won't threaten integrity of jobs figures. Probably





U.S. BUREAU OF LABOR STATISTICS

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Bureau of Labor Statistics > Publications > Occupational Outlook Handbook

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OCCUPATIONAL OUTLOOK HANDBOOK

Occupation Finder

Search: Use the drop-down menu in one or more columns to narrow your search.

Sort: Use the arrows at the top of each column to sort alphabetically or numerically.

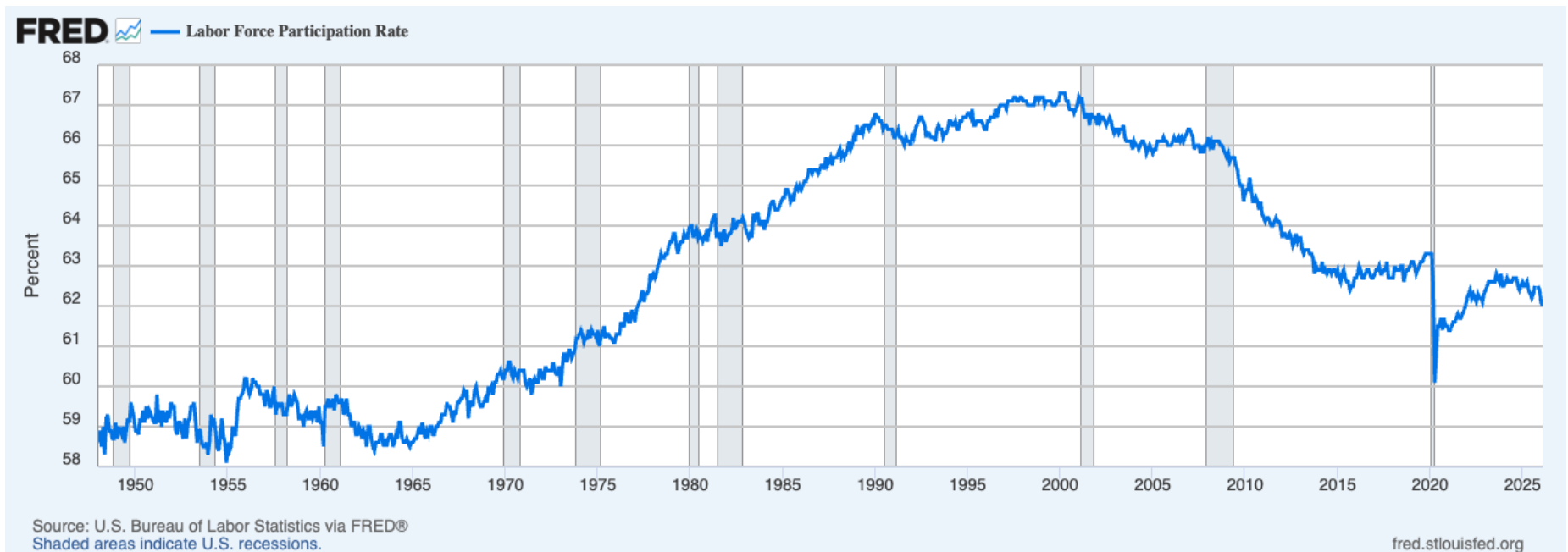
Showing 1 to 25 of 832 entries

Show entries

OCCUPATION	ENTRY-LEVEL EDUCATION	ON-THE-JOB TRAINING	PROJECTED NUMBER OF NEW JOBS	PROJECTED GROWTH RATE	2024 MEDIAN PAY
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Bureau of Labor Statistics – Occupation Finder





Labor Market Participation (Federal Reserve Bank of St. Louis)



College-Educated Job Loss Rises

White-collar slowdown hits four-year degrees

Share of US unemployed with four-year degrees



Sources: Department of Labor, Bloomberg

Bloomberg

Americans With Four-Year Degrees Now Comprise a Record 25% of Unemployed Workers





AI and entry level jobs shift as IBM triples hiring plans



2025 TOP SKILLS

Stand Out & Get Hired!

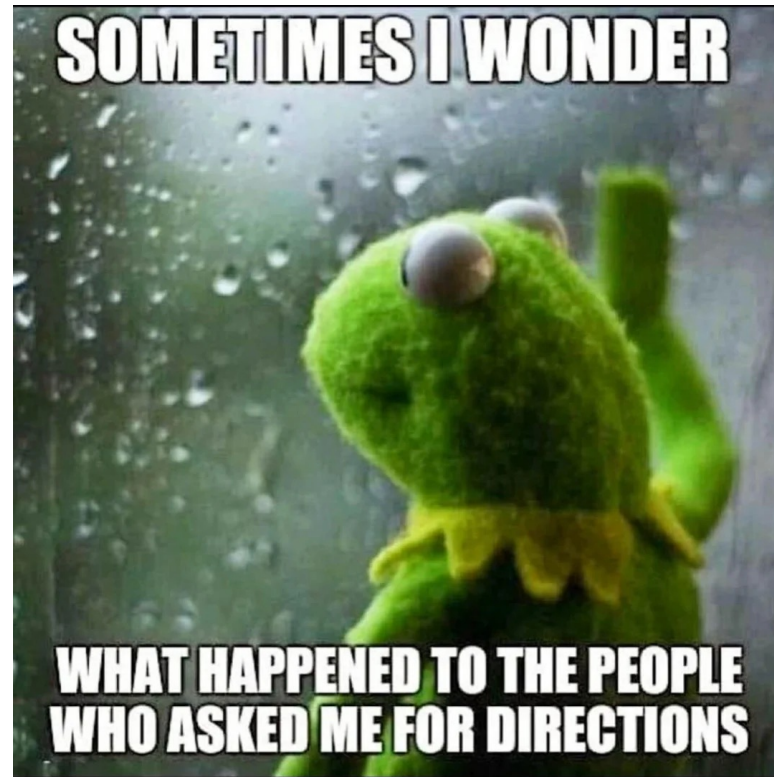


WE WORK TO LIVE. WE DON'T LIVE TO WORK.



What do employers want?





Does this sound helpful and useful?



“

Something you'll notice on many Google job listings is the phrase "or equivalent experience." This is because Google isn't focused on degrees or education alone. They want experienced team members with a passion for what they do.



Google Is Hiring 'Tons' of Employees Without College Degrees, Says Co-Founder Sergey Brin





Why I may 'hire' AI instead of a graduate student



Do laundry

\$15/hour · 20 mins max · Chores

Task instructions

Body mount required

Landscape (horizontal)

- **Keep at least one hand visible in the frame at all times. Videos without a visible hand will not be approved.**
- Load and record 10-30 garments, showing each garment clearly as it goes into the machine, with hand and items fully visible.
- Record selecting the settings and starting the machine before ending the video.

I Tried DoorDash's Tasks App and Saw the Bleak Future of AI Gig Work





Top Places to Work 2025 (*Boston Globe, 02-Dec-2025*)



MEET NEW ENGLAND'S

50

**Fastest-
Growing
Companies
for 2026**

THE GLOBE AND STATISTA RANK THE REGION'S
50 REVENUE-GROWTH CHAMPIONS.

BY ROBERT GAVIN

ILLUSTRATION BY C.J. BURTON FOR THE BOSTON GLOBE

MARCH 22, 2026 21

New England's 50 fastest-growing companies for 2026

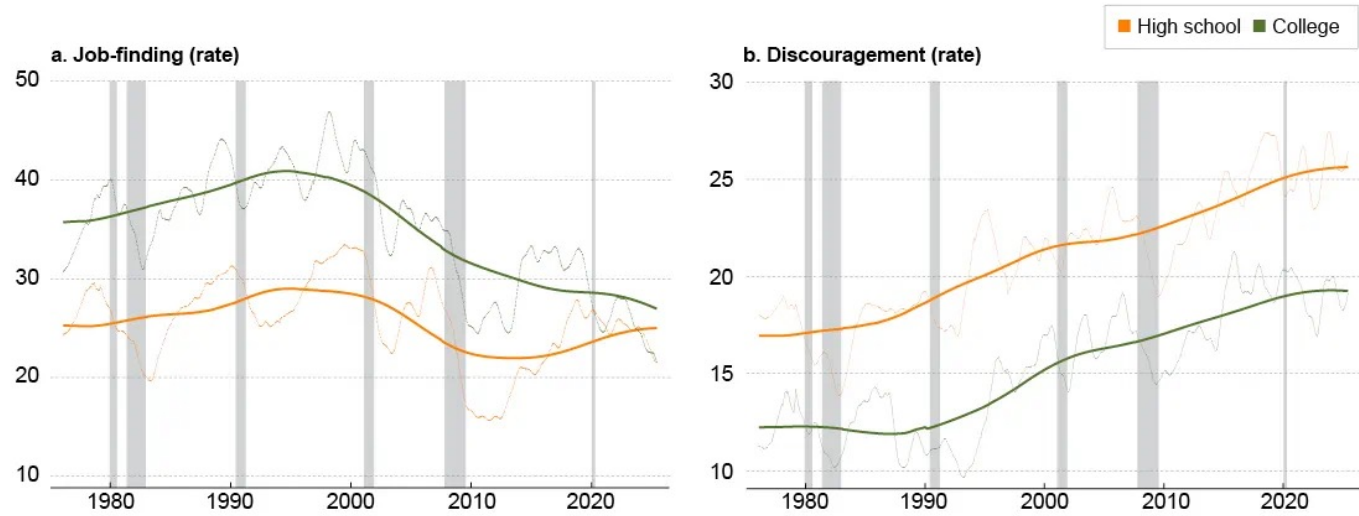


Rank	Company	Sector	State	Absolute growth rate 2021-2024	Compound annual growth rate 2021-2024	2024 revenue	Number of employees 2024	Year founded	Last year's rank
1	Tenovi	Health Care and Life Sciences	NH	4790.48%	265.69%	\$8,981,717	30	2020	N/A
2	Salient	Professional, Scientific, and Technical Services	MA	1482.72%	151.07%	\$1,872,107	19	2019	N/A
3	HighByte	IT and Software	ME	1337.46%	143.15%	\$3,460,739	37	2018	N/A
4	TALON	Fintech, Financial Services, and Insurance	NH	1325.30%	142.46%	\$6,513,830	37	2014	4
5	Old Sod Travel Collection	Hospitality and Travel	MA	1197.76%	135.00%	\$7,245,505	41	2012	1
6	J. Arthur & Co.	Advertising and Marketing	RI	750.52%	104.12%	\$2,054,807	16	2014	N/A
7	Haven Hot Chicken	Food and Beverages	CT	709.90%	100.82%	\$11,657,407	135	2020	N/A
8	Sticky Brand	Ecommerce	VT	674.05%	97.81%	\$13,973,483	20	2019	7
9	Symbotic	Logistics and Transportation	MA	609.84%	92.19%	\$1,788,179,000	1,763	2007	12
10	Valere	IT and Software	MA	436.14%	75.02%	\$5,361,419	190	2021	N/A
11	CrowdComfort	IT and Software	MA	400.24%	71.03%	\$8,465,105	32	2013	N/A
12	Tower Title	Fintech, Financial Services, and Insurance	RI	360.74%	66.40%	\$19,196,425	38	2019	13
13	LinkSquares	IT and Software	MA	342.60%	64.19%	\$49,933,049	240	2015	N/A
14	RxAnte	Health Care and Life Sciences	ME	285.27%	56.77%	\$108,870,981	240	2011	22
15	RapDev	IT and Software	MA	271.38%	54.86%	\$24,652,950	102	2018	9

New England's 50 fastest-growing companies for 2026



Figure 5: Job-Finding and Discouragement Rates among Young Americans: High School Graduates versus College Graduates



Sources: Current Population Survey, authors' calculations

Notes: The job-finding rate is the fraction of the unemployed who find a job on a monthly basis. The discouragement rate is the fraction of the unemployed who leave the labor force. All rates are based on panel data and expressed in percentages. Dashed lines are smoothed to capture short-run movements primarily from business cycle fluctuations. Solid lines reveal longer-term trends. Shaded vertical bars indicate NBER recessions.

Is college still a good deal?

Are Young College Graduates Losing Their Edge in the Job Market?



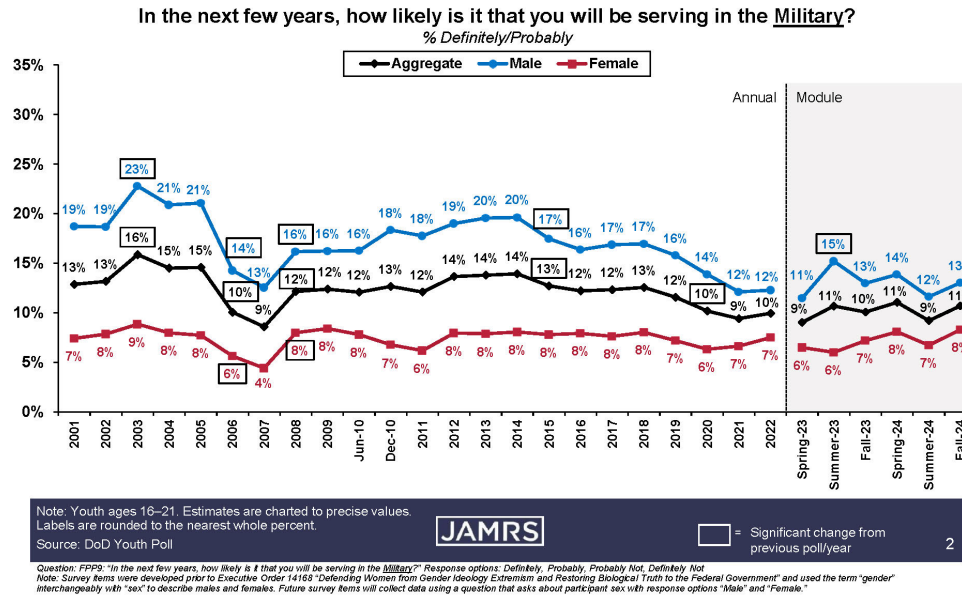


What about the trades?



General Military Propensity By Gender

- Military propensity remained stable from Summer 2024 (9%) to Fall 2024 (11%).



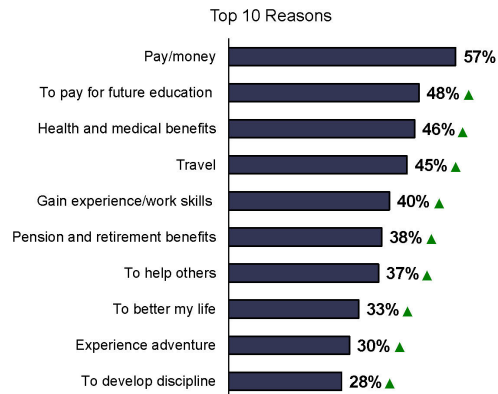
The military?



To join or not to join

Motivators Toward Service: Reasons to Join

If you were to consider joining the U.S. Military, what would be the main reason(s)?



Note: Youth ages 16-21.

Source: DoD Youth Poll (Fall 2024)



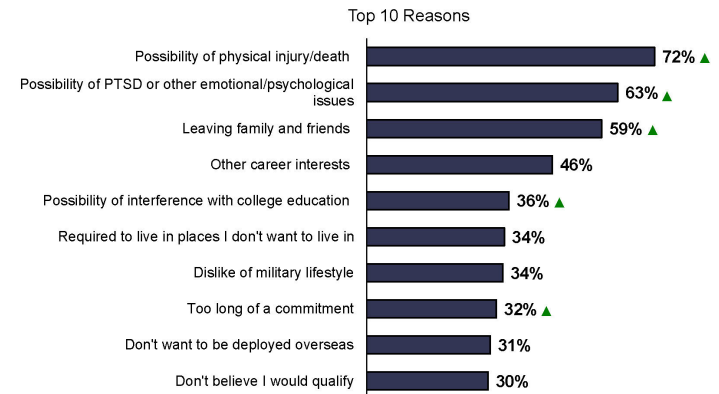
▲ = Significant change compared to previous wave

6

Question: RTJ: "If you were to consider joining the U.S. Military, what would be the main reason(s)? (Mark all that apply.)"

Barriers to Service: Reasons Not to Join

What would be the main reason(s) why you would NOT consider joining the U.S. Military?



Note: Youth ages 16-21.

Source: DoD Youth Poll (Fall 2024)






▲ = Significant change compared to previous wave


7


Question: RNTJ: "What would be the main reason(s) why you would NOT consider joining the U.S. Military? (Mark all that apply.)"





Abby (Loar) Crowe  · 3rd
Culture, Content & Marketing at Google
Los Angeles, California, United States · [Contact info](#)
500+ connections

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3 Google AI tools that helped me get my new job



career dreamer

A playful way to explore career possibilities with AI

Start



How it works

Career Dreamer





makeameme.org

Conclusions





Next week – Doing the Job

