

Choices, Careers, and Consumption

1. Define the science of economics
- 2 Distinguish between opportunity cost, scarcity, and trade offs
3. Make a distinction between the short run and the long run
6. Explain the importance of incentives and externalities when making choices

	4	3	2	1
Scarcity and Utils <i>pi1</i>	<ul style="list-style-type: none"> Explains how the concept of scarcity manifested while allocating utils in narrative Completed Myers Briggs personality test results submitted (screenshot) and reflection completed 	<ul style="list-style-type: none"> All utils allocated and totaled Define economics as a science by referencing the allocation of the Utils 	<ul style="list-style-type: none"> 1 to 2 of the listed parameters in 3 is not met 	<ul style="list-style-type: none"> All 3 of the parameters are incomplete
Trade Off, Opportunity Cost, Choice List <i>pi2</i>	<ul style="list-style-type: none"> All of 3 + Includes more than the required 6 careers 	<ul style="list-style-type: none"> Use of Template Choice, opportunity cost, and trade offs correctly labeled 	<ul style="list-style-type: none"> 1 of 2 of the listed parameters in 3 is not met 	<ul style="list-style-type: none"> Both parameters listed in 3 have not been met
Cost Benefit Analysis <i>pi6</i>	<ul style="list-style-type: none"> All of 3 + Cost benefit analysis includes data from BLS Cost benefit analysis includes externalities 	<ul style="list-style-type: none"> Cost benefit analysis table is completed with at least 3 benefits per (total of 6) Research list of salary, outlook, and years of training for 6 careers 	<ul style="list-style-type: none"> 1 of 2 of the listed parameters in 3 is not met 	<ul style="list-style-type: none"> Both parameters listed in 3 have not been met
Long Run Payoffs <i>pi3</i>	<ul style="list-style-type: none"> All of 3 + Additional careers LRPOs are calculated OR Short run pay off of 5 years is shown 	<ul style="list-style-type: none"> Correct Formula used Work Shown Correct LRPO 	<ul style="list-style-type: none"> 1 to 2 of the listed parameters in 3 is not met 	<ul style="list-style-type: none"> All 3 of the parameters are incomplete
Externalities <i>pi6</i>	<ul style="list-style-type: none"> All of 3 + Externalities listed for top 3 careers 	<ul style="list-style-type: none"> Includes externalities for selected career Listed externalities are reasonable 	<ul style="list-style-type: none"> 1 to 2 of the listed parameters in 3 is not met 	<ul style="list-style-type: none"> Both parameters listed in 3 have not been met
Reflection	<ul style="list-style-type: none"> All of 3 + Includes all aspects of PBA's analysis (LRPO, Utils, Externalities, Trade offs, Opportunity Costs) 	<ul style="list-style-type: none"> Reflections contain economic terminology Reason for career selection is well reasoned Reflections are well reasoned 	<ul style="list-style-type: none"> 1 to 2 of the listed parameters in 3 is not met 	<ul style="list-style-type: none"> Both parameters listed in 3 have not been met

What do you want your life to be like in 10 years (Take 10 minutes to write -- be as detailed as possible, describe your hopes and goals -- these can be financial based, education based or life style based)

Now imagine you let all of your inner flaws and poor habits consume you. What would you life look like 10 years from now?

Utils (Units of Happiness) and Options

Starting Util Count:20

Directions: Distribute all 20 utils to the categories which you value the most in a career/job(Complete the optional Myers-Briggs test <https://www.16personalities.com/free-personality-test>). If one value is more important to you than others, allocate more than 1 until to it (for example. I value ethics and morality so I would allocate 7 utils to this domain). Do not exceed the 20 util limit. Additionally, answer the free response questions once you have completed the aforementioned task-- details and parameters are below.

Freedom (picking when and where you work): ____

Income (how much you make): ____

Ethics/Morals (having a job which helps others or society) : ____

Security (having a job which has low layoff rates): ____

Fame (having a job that puts you in the spotlight): ____

Individualism (having a job that requires you to work by yourself): ____

Collaboration (having a job that requires you to work with others): ____

Creativity (having a job that focus on the arts and/or innovation): ____

Working with your hands (no explanation needed): ____

Freetime (having a job that has little take home work and low annual hours): ____

Adventure (having a job that requires travel): ____

Safety (low risk of physical injury): ____

Explanation of allocation (why did you allocate the utils the way that you did?). Describe your rationale behind your distributions. 3 to 5 sentences -- ***How does activity embody the science of economics?***

Optional: How was the concept of scarcity presented in the exercise above and how did it guide your thinking? 3 to 5 sentences.

Optional: Myers Briggs Screenshot Upload and Reflection

Google your 4 letter personality type plus "jobs". Record what jobs are suggested for your personality type. Analyze the list and determine whether or not the jobs on the list jive with the elements you identified above. 3 sentences.

Career Research

Directions: Based on your util allocation and Myers-Briggs test, research 6 different careers that best suite you, your personality, and preferences. Use <https://www.bls.gov/ooh/> to fill out the tables below.

Notes

1.Outlook is simply the growth rate of the job for the coming years. If a job has a high positive growth rate, say 20%, this indicates there is a high likelihood you can obtain this career if you complete the required training.

2.Salary is the annual wage listed by the BLS

3.Required training is the amount of education you'll need to compete in the labor market for the desired job

4.The "other" row exists for you to jot down additional comments to help you narrow down your choices and aid you in the cost benefit analysis portion on this project.

Job	
Outlook	
Salary	
Required Training/Education	
Other	

Job	
Outlook	
Salary	
Required Training/Education	
Other	

Job	
Outlook	
Salary	
Required Training/Education	
Other	

Job	
Outlook	
Salary	
Required Training/Education	
Other	

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Contact John Lellos at jlellos@sau4.org

Job	
Outlook	
Salary	
Required Training/Education	
Other	

Job	
Outlook	
Salary	
Required Training/Education	
Other	

Long Run Payoff Equation

Directions: Examine your choices. Pick the top 3 careers and fill out the tables below. Use the LRPO formula (found below the 2 tables) to determine the long run pay off of your career choices.

Notes:

1. Cost of training is the average cost of the training required to obtain the desired position. For example -- if a career requires an associate's degree, and you want to attend NHTI, look up the total cost for obtaining an associates degree from NHTI and use that information for your calculations
2. "Working Years" represent the total amount of time you intend to stay in the labor force. If a person retires at the age of 65 and enters the work force at 18 -- they will have worked a total of 47 years. If you decided to go to college you must subtract 4 years from 47 as you have removed yourself from the labor force for training.
3. Calculating Long run pay off or the LRPO

Cost of training (ct):

Yearly Wage (w):

Working Years(wy): 47 - t

$$(w * wy) - ct = LRPO$$

EXAMPLE

<i>Job</i>	<i>Teacher</i>
<i>Yearly Wage</i>	<i>60,000</i>
<i>Cost of Training</i>	<i>80,000 (cost of college/degree/certificate)</i>
<i>Working Years</i>	<i>43</i>
<i>LRPO</i>	<i>2,500,000</i>

Example

$$ct = 80,000$$

$$W = 60,000$$

$$wy = 47 - 4 = 43$$

$$60,000 \times 43 = 2,580,000 - 80,000$$

$$LRPO = 2,500,000$$

<i>Job</i>	
<i>Yearly Wage</i>	
<i>Cost of Training</i>	
<i>Working Years</i>	
<i>LRPO</i>	

<i>Job</i>	
<i>Yearly Wage</i>	
<i>Cost of Training</i>	
<i>Working Years</i>	
<i>LRPO</i>	

<i>Job</i>	
<i>Yearly Wage</i>	
<i>Cost of Training</i>	
<i>Working Years</i>	
<i>LRPO</i>	

Cost Benefit Analysis Template

Directions: Use the CBA Template below to choose which job/career is best for you. Fill out every element of the matrix.
Optional: Use externalities to strengthen your analysis. Indicate which items are externalities by either changing the color of the text or marking the item with an asterisk * -- See Externalities chart below for more information.

Choices			
<i>Perceived Benefits</i>			
<i>Choice (mark with x)</i>			
<i>Opportunity cost</i>			
<i>Refused Benefits (costs)</i>			

Externalities

Directions: Consider the externalities -- the spillover costs to 3rd parties not involved directly with your career choice. Feel free to use hypothetical situations to demonstrate your knowledge of this economic concept.

Optional: Examine the externalities of your top 3 career choices

Choices	1.	2.	3
Positive Externalities			
Negative Externalities			

Directions: Fill out the TOOP table below. Your top (singular) career choice should be listed under “choice” while the forgone benefits of the next best available choice should be listed under “opportunity cost”. The “trade off” portion should be populated with the careers you did not select in order of preference.

Choice, Opportunity Cost, Trade Off Template

Choice
Opportunity Cost (Refused benefits of nex best choice)
Trade Offs

Reflection

Directions: Explain why you picked the career you picked. Use the economic terminology to frame your response. 3-5 Sentences

Optional : How, if at all , has this assignment changed you? OR

What do you want your life to be like in 10 years (Take 10 minutes to write -- be as detailed as possible, describe your hopes and goals -- these can be financial based, education based or life style based)