

## MODULE 3. DECISION MAKING IN CAREER PLANNING

**READY  
TO  
START**

### **3. MATERIAL FOR THE ADVISOR: ROLE-PLAY EXERCISE SCENARIO**



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### **PIC Model - In-depth research**

A trainer gives this exercise after introducing the second stage of the PIC Model. Splits the participants into triads. One participant has a role of Client, another role of Advisor and the third role of observer. The roles shall be different than previously played. Give 10 minutes for the role play and 10 minutes for discussion. The clients give feedback on main takeaways from the role play including the noticed feelings. Observers share how the session went and what was most useful.

### **DESCRIPTION of The Client:**

Marko is a 23-year-old young man who has completed high school education. He was a solid student and thought that high school was suitable for him, because at the time of enrollment he did not have a concrete idea of what he wanted to work or study in a vocational school.

He has more than one career interest and is good in different job roles he has been involved in, so far. During a session with Career Advisor, he came up with the following alternatives as his career path:

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- Eco agriculture
- Marketing for Agri-products
- Sales of food
- Botanic
- Food technician
- Driver of Agricultural mechanization
- Driver of a bus or a truck

Follow the instructions of the advisor and come up with an idea that sales and marketing of agricultural products and driver of agricultural mechanization are very appealing to you.

**DESCRIPTION for Career Advisor:**

Marko is your client.

Marko is a 23-year-old young man who has completed high school education. He was a solid student and thought that high school was suitable for him, because at the time of enrollment he did not have a concrete idea of what he wanted to work or study in a vocational school.

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Ask the following questions:

1. Is this occupation/job REALLY good for you?
2. What are the most important requirements of this job position?
3. Are you suitable for the occupation/job?
4. What else do you need to become suitable?

Ask the client now to make a decision which 3 alternatives are most appealing? Write down the options.