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ABSTRACT

A study examined the skill areas and skills that were generalizable within and across the secondary vocational training programs in the 32 area vocational centers in Illinois. During the project, researchers worked to develop, validate, and determine the reliability of a generalizable skills instrument and to identify which mathematics, communications, interpersonal relations, reasoning, and other skills were generalizable within and across all secondary agriculture; business, marketing, and management; health; home economics; and industrial training programs in Illinois. After conducting a comprehensive literature review, the researchers developed a questionnaire entitled the Generalizable Skills Importance Questionnaire (GSIQ) that included four skill areas and 102 skills. Based on an analysis of 489 questionnaires that were completed by vocational instructors throughout Illinois, the researchers determined that the GSIQ had internal consistency reliability coefficients ranging from .90 to .98. Analysis of the completed questionnaires also revealed a core of mathematics, communications, interpersonal relations, and reasoning skills that are generalizable within and across secondary vocational programs in Illinois. (Appended to this report is a copy of the GSIQ that contains a detailed breakdown of the results of the above-mentioned survey.) (MN)

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**Identification of
Generalizable Skills in
Secondary Vocational
Programs**

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and Technical Education
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Introduction

During recent years increased public attention has focused on the skills and abilities needed to participate in our society. Skills required to live independently and to obtain gainful employment have become more emphasized in both educational settings and the world of work. In particular, the field of vocational education has begun to focus attention in the area of basic skills. Acquisition of basic skills is commonly believed to be necessary for success in vocational training programs and occupations.

Several recent studies have focused on the concept of transferable skills as applied to occupations, vocational programs, or skills that differentiate people from one another (McKinlay, 1976; Altman, 1976; Sticht, 1978; Mikulecky & Diehl, 1979; Moe, Rush, & Storlie, 1979; Boyd & Cline, 1981; Moorehouse, 1981; Harding, 1981, Baker, 1981). The concept of transferable or generalizable skills appears to be largely an unmet and important need with significant implications for what and how vocational education is provided in the future. Skills, knowledge, and attitudes involved in vocational training programs and employment settings are learned behaviors and are all potentially generalizable. However, no single, definitive, and agreed upon list exists, but there appears to be considerable consensus on many partial lists. Pratzner (1978) and Ashiey and Ammerman (1978) claimed: (a) objective or non-arbitrary criteria do not seem to exist to decide whether one list is better or more valid than another, (b) items on many lists appear to be of equal importance, (c) several skills or attitudes somehow seem non-specific, vague, or reduced to a simple level of specificity, (d) the

lists do not reflect adequately if at all the interrelationships, specificity, richness, and complexity of some skills and combinations of skills, and (e) it is very difficult to cross-reference items in several lists or to combine or consolidate lists. These claims seem substantiated in the present review of literature. In addition, the skills identified in most studies have been drawn almost exclusively from employment settings. Minimal research regarding generalizable skills has focused on vocational training programs or the combined skill requirements of vocational programs and occupations.

Several research studies have reviewed, identified, analyzed, and summarized transferable or generalizable skills and have concluded that there were five skill areas which appear highly generalizable: (a) mathematics, (b) communications, (c) interpersonal relations, (d) reasoning, and (e) manipulative (Sjogren, 1977; Kawula & Smith, 1975; Greenan & Smith, 1981, Greenan, 1982). These skill areas include problem solving, decision making, social skills of work (e.g., work habits, attitudes, and values) and technical skills. Similar skill areas and skills need to be specified and developed to high levels of mastery in students (Pratzner, 1981). Students need to be informed of the skills they have acquired and their level of proficiency, and those skills not acquired or not developed that are necessary for continued training and employment success.

Purpose of the Study

The central problem investigated in this study was to determine the skill areas and skills that were generalizable within and across the secondary vocational training programs in the 32 area vocational centers (AVC) in the State of Illinois. The specific research problem was to

(a) develop, validate, and determine the reliability of a generalizable skills instrument, and (b) identify which mathematics, communications, interpersonal relations, reasoning skills, and other skills were generalizable within and across all secondary agricultural; business, marketing, and management; health; home economics; and industrial occupations training programs. In order to resolve the research problem the following objectives were developed:

1. Identify and validate a list of skills which is potentially generalizable and related to success in secondary vocational training programs.
2. Construct a survey questionnaire to assess the relative importance of a list of skills as it relates to the content of secondary vocational training programs.
3. Determine the reliability of the Generalizable Skills Importance Questionnaire in terms of internal consistency reliability.
4. Identify the skill areas and skills that are generalizable within and across secondary vocational training program areas and programs.

Population

The population for this study consisted of the 593 secondary vocational training teachers in the thirty-two (32) AVCs in the State of Illinois. All teachers in each of the five (5) vocational training program areas were chosen to participate and included: agricultural occupations; business, marketing, and management occupations; health occupations; home economics occupations; and industrial occupations.

Instrumentation

The instrument development process included a comprehensive review of the literature to identify skills in previous research studies. An initial draft list was developed that included four (4) skill areas and 102 skills: (a) 26 mathematics skills, (b) 30 communications skills, (c)

18 interpersonal relations skills, and (d) 28 reasoning skills. The draft list of skills was reviewed by the project advisory committee, survey research laboratory personnel at the University of Illinois, a sample of AVC directors and teachers, and a sample of employers/employees. Based on the reviewers' comments, additions, and/or deletions in terms of content, meaning, clarity, and readability a final list of skills was produced which was (a) perceived to possess both content and face validity, and (b) potentially generalizable and related to success in secondary vocational training programs.

The previously identified list of generalizable skills was used as the basis for writing items and constructing the "Generalizable Skills Importance Questionnaire (GSIQ)." The GSIQ which contained a seven-point Likert-Type scale based on "degree of importance," was designed to survey secondary vocational training teachers in order to determine the skills that were perceived as most necessary or important for students to successfully perform in their respective programs. The GSIQ was also intended to identify skills that were generalizable within and across several secondary vocational training program areas and programs.

The project advisory committee members, survey research laboratory personnel, and a sample of ten (10) AVC directors and teachers reviewed and critiqued the GSIQ. The purpose of this procedure was to (a) identify additional skills, and (b) determine whether the reviewers understood the directions and items in terms of content, meaning, clarity, and readability. Based on the reviewers' comments, additions, and/or deletions, the necessary revisions were made. The final version of the GSIQ was then produced and perceived to possess

both content and face validity, and to be potentially capable of reliably measuring the importance of generalizable skills relative to success in secondary vocational training programs.

Data Collection

Information regarding the types and number of vocational training program areas, programs, and numbers of teachers were collected from the 32 secondary AVC directors in the State of Illinois. During the fourth week of October, 1982, each of the AVC directors received a cover letter; a GSIQ for each teacher in his center; instructions for distributing, collecting, and returning the GSIQs; and a self-addressed mailing envelope for returning the completed GSIQs. The directors were instructed to distribute a GSIQ to each teacher, collect the GSIQs, and return the completed GSIQs by the third week of November, 1982. At that time, a follow-up telephone call was made to each non-responding director. The data collection process was concluded during the third week of December, 1982. Each of the 32 (100%) AVC directors returned a package of completed GSIQs. Four hundred and eighty-nine (489) or 82.46% of the total number of 593 AVC teachers across the vocational training program areas and programs completed GSIQs, and each GSIQ was usable.

Data Analysis

The data obtained from the GSIQs were analyzed individually and collectively by program area, program, skill area, and skill. Descriptive statistics were used to analyze, explain, and discuss the data. Means, standard deviations, sample sizes, and reliability coefficients were computed using the Statistical Packages for the Social Sciences (SPSS) (Nie, Hull, Jenkins, Steinbrenner, & Bent, 1975).

The reliability of the GSIQ was determined in terms of internal consistency reliability. Internal consistency reliability generally refers to the consistency or homogeneity of performance over all items on an instrument or scale within an instrument (Nunnally, 1978). The coefficient of internal consistency indicates the degree to which the items intercorrelate. Thus, the higher the coefficient of internal consistency, the greater is the instrument's capability of consistently and accurately measuring the trait(s) which it intends to measure. The rationale for these analyses suggested that if the teachers were rating the skills accurately and consistently, there should be high internal consistency reliability coefficients for the Generalizable Skills Importance Questionnaire within and across vocational training program areas. Cronbach's Coefficient Alpha (Cronbach, 1971) which is based on the average correlation among items within an instrument was used to estimate the internal consistency of the GSIQ. Internal consistency reliability coefficients of .80 or greater for measuring instruments are usually considered adequate (Nunnally, 1978). Therefore, for this study, an individual skill area or total instrument coefficient of .80 or larger was considered adequate and acceptable.

The GSIQs provided descriptive data which related the relative importance, as perceived by vocational teachers, of a list of skills in terms of being necessary for students to successfully perform in the vocational training programs in which they were enrolled. The teachers' responses from the seven-point importance scale which used three anchors (not important, moderately important, very important) were collectively translated into levels of skill generalizability and need that included: (a) low, $\bar{x}=1.00-2.99$, (b) medium, $\bar{x}=3.00-5.00$, and (c)

high, $\bar{x}=5.01-7.00$. Thus, the levels of skill generalizability and need were identified and described within and across program areas, programs, skill areas, and skills.

Results

The general findings and conclusions of this study include:

1. The process for identifying the list of generalizable skills was based on a logical plan that included a comprehensive review of the literature, identification of an item pool, analysis and synthesis of items from the pool, and reviews and evaluations of the list by a panel of experts.
2. The GSIQ instrument construction process was based on a logical plan including the selection of the identified list of generalizable skills, development of an appropriate scale for the intended purpose, writing and scaling the items, and writing directions for using the instrument.
3. The internal consistency reliability coefficients for the GSIQ ranged from .90 to .98. These values suggested that the GSIQ skill areas and items, individually and collectively, were very highly accurate and consistent measures of skill generalizability and need. All coefficients were well above .80 and therefore considered adequate and acceptable. The findings suggested that the GSIQ mathematics, communications, interpersonal relations, and reasoning skill areas and skills are reliable measures of generalizable skills within and across secondary agricultural; business, marketing, and management; health; home economics; and industrial occupations vocational training programs.
4. There is a core of mathematics, communications, interpersonal relations, and reasoning skills which are generalizable within and across secondary agricultural; business, marketing, and management; health; home economics; and industrial occupations training programs (See Table 1).

Implications

Vocational education has become increasingly aware of the need to provide all students with appropriately designed individualized instruction and support services necessary to succeed in vocational programs. Students frequently enroll in vocational programs with below average proficiencies in skill areas, such as, reading and mathematics. Typi-

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cally, vocational students' skill levels may be one (1) standard deviation below the entire student population. At the same time, reading, mathematics, and other skills may be very important to succeed in vocational training programs and occupations.

Although students may continue to acquire the essential vocational/technical competencies for a given occupation, in many instances they may be unsuccessful in completing their vocational programs and not increase their proficiencies in the generalizable or "basic skill" areas. In addition, vocational education (and other fields) has often used skills and standardized tests to classify students, assess students' learning problems, and guide curriculum development. These tests and procedures frequently have had a questionable relationship to the content of vocational programs. Thus, their reliability and validity are suspect regarding usefulness and application for vocational students and school personnel.

This study attempted to identify those generalizable skills which are basic to, necessary for success in, and transferable or common within and/or across secondary vocational training program areas and programs. The expectation is that the results of this study will provide vocational teachers, administrators, counselors, and other school personnel with information regarding the generalizable skills requirements in vocational training programs. The information should assist in individualized program assessment, planning, implementation, and evaluation. School personnel will become aware and should begin or continue to deal with the problem of providing students with the necessary instruction and support services to successfully complete vocational programs and enter occupations.




This study also provides a basis for eventual development of functional assessment procedures and strategies with which students, teachers, and other school personnel can measure students' generalizable skill levels. The subsequent procedures and instruments could assess learning abilities or diagnose difficulties, and identify those students who may have functional learning problems. The information from such assessments could suggest instructional needs, and provide a basis for determining and delivering the appropriate support services students need to succeed in their chosen vocational programs.

TABLE 1

**Generalizability of Mathematics, Communications, Interpersonal Relations,
and Reasoning Skills in Secondary Agricultural; Business, Marketing,
and Management; Health; Home Economics; and Industrial Occupations
Training Programs.**

	Agricultural Occs.	Business, Marketing and Management Occs.	Health Occupations	Home Econ
	Agricultural Mechanics	Advertising Services	Dental Assisting	Child Care
	Ornamental Horticulture	General Merchandise (Sales)	Practical Nursing	Clothing Management, Production, and Service
	Agricultural Cooperative Education	Personal Services (Sales)	Nurse Aide	Clothing Management, Production, and Service
	Conservation	Marketing Cooperative (D.E.)	Health Care Aide	Food Management, Production, and Service
	Cooperative Work Training (CWT)	Accounting and Computing Occupations	Medical Assisting	Home Economics Cooperative Education
	All Agricultural Occupations Programs	Business Data Processing Systems	Health Aide	
		Computer Programming	Medical Records	
		Filing, Office Machines	Health Occupations Cooperative Education	
		General Office Clerking	Health Occupations Cooperative Education	
		Executive Secretary Science	Cooperative Work Training (CWT)	
		Secretarial	All Health Occupations Programs	
		Office Occupations Cooperative Education		
		Cooperative Work Training (CWT)		
		Word Processing		
		Hospitality (Travel and Travel Service)		
		Clerical Occupations		
		Office Occupations		
		All Bus., Market., and Mgmt. Occupations Programs		

KEY

-  - High Generalizability
(\bar{x} = 5.01 - 7.00)
-  - Medium Generalizability
(\bar{x} = 3.00 - 5.00)
-  - Low Generalizability
(\bar{x} = 1.00 - 2.99)

Mathematics Skills

Whole Numbers

- Read, write, and count single and multiple digit whole numbers
- Add and subtract single and multiple digit whole numbers
- Multiply and divide single and multiple digit whole numbers
- Use addition, subtraction, multiplication, and division to solve word problems with single and multiple digit whole numbers
- Round off single and multiple digit whole numbers

Fractions

- Read and write common fractions
- Add and subtract common fractions
- Multiply and divide common fractions
- Solve word problems with common fractions

Decimals

- Carry out arithmetic computations involving dollars and cents
- Read and write decimals in one and more places
- Round off decimals to one or more places
- Multiply and divide decimals in one or more places
- Add and subtract decimals in one or more places
- Solve word problems with decimals in one or more places

Percent

- Read and write percents
- Compute percents

Areas and Programs

Economics Occs.	Industrial Occupations																																	
Interior Decorating	Air Conditioning	Heating	Appliance Repair	Automotive Services	Body and Fender Repair	Auto Mechanics	Aircraft Maintenance	Commercial Art	Construction and Building Trades	Carpentry	Industrial Maintenance	Diesel Mechanic	Drafting	Electrical Occupations	Industrial Electrician	Electronic Occupations	Radio/Television Repair	Graphic Arts	Machine Shop	Combine Metal Trades	Welding	Tool and Die Making	Cosmetology	Refrigeration	Small Engine Repair	Millwork and Cabinet Making	Industrial Cooperative Education	Cooperative Work Training (CWT)	Truck Driving	Warehousing	Home Remodeling and Renovation	Custodial Maintenance	Communications and Media Specialist	All Industrial Occupations Programs
Child Development																																		
Cooperative Work Training (CWT)																																		
All Home Economics Occupations Programs																																		

ALL VOCATIONAL TRAINING AREAS AND PROGRAMS



	Agricultural Occs.	Business, Marketing and Management Occs.	Health Occupations	Home Econ
	Agricultural Mechanics	Advertising Services	Dental Assisting	Child Care
	Ornamental Horticulture	General Merchandise (Sales)	Practical Nursing	Clothing Management, Production, and Service
	Agricultural Cooperative Education	Personal Services (Sales)	Nurse Aide	Food Management, Production, and Service
	Conservation	Marketing Cooperative (D.E.)	Health Care Aide	Home Economics Cooperative Education
	Cooperative Work Training (CWT)	Accounting and Computing Occupations	Medical Assisting	
	All Agricultural Occupations Programs	Business Data Processing Systems	Health Aide	
		Computer Programming	Medical Records	
		Filing, Office Machines	Health Occupations Cooperative Education	
		General Office Clerking	Cooperative Work Training (CWT)	
		Executive Secretary Science	Health Occupations	
		Secretarial	All Health Occupations Programs	
		Office Occupations Cooperative Education		
		Cooperative Work Training (CWT)		
		Word Processing		
		Hospitality (Travel and Travel Service)		
		Clerical Occupations		
		Office Occupations		
		All Bus., Market., and Mgmt. Occupations Programs		

KEY

- High Generalizability ($\bar{x} = 5.01 - 7.00$)
- Medium Generalizability ($\bar{x} = 3.00 - 5.00$)
- Low Generalizability ($\bar{x} = 1.00 - 2.99$)

Mixed Operations

- 18. Convert fractions to decimals, percents to fractions, fractions to percents, percents to decimals, decimals to percents, common fractions or mixed numbers to decimal fractions, and decimal fractions to common fractions or mixed numbers
- 19. Solve word problems by selecting and using correct order of operations
- 20. Perform written calculations quickly
- 21. Compute averages

Measurement and Calculation

- 22. Read numbers or symbols from time, weight, distance, and volume measuring scales
- 23. Use a measuring device to determine an object's weight, distance, or volume in standard (English) units
- 24. Use a measuring device to determine an object's weight, distance, or volume in metric units
- 25. Perform basic metric conversions involving weight, distance, and volume
- 26. Solve problems involving time, weight, distance, and volume
- 27. Use a calculator to perform basic arithmetic operations to solve problems

Estimation

- 28. Determine if a solution to a mathematical problem is reasonable

Communications Skills

Words and Meanings

- 1. Use plural words appropriately in writing and speaking
- 2. Use appropriate contractions and shortened forms of words by using an apostrophe in writing and speaking
- 3. Use appropriate abbreviations of words in writing and speaking
- 4. Use words appropriately which mean the same as other words but are spelled differently

Areas and Programs

Economics Occs.

Industrial Occupations

Interior Decorating
 Child Development
 Cooperative Work Training (CWT)
 All Home Economics Occupations Programs

Air Conditioning
 Heating
 Appliance Repair
 Automotive Services
 Body and Fender Repair
 Auto Mechanics
 Aircraft Maintenance
 Commercial Art
 Construction and Building Trades
 Carpentry
 Industrial Maintenance
 Diesel Mechanic
 Drafting
 Electrical Occupations
 Industrial Electrician
 Electronic Occupations
 Radio/Television Repair
 Graphic Arts
 Machine Shop
 Combine Metal Trades
 Welding
 Tool and Die Making
 Cosmetology
 Refrigeration
 Small Engine Repair
 Millwork and Cabinet Making
 Industrial Cooperative Education
 Cooperati Work Training (CWT)
 Truck Driving
 Warehousing
 Home Remodeling and Renovation
 Custodial Maintenance
 Communications and Media Specialist
 All Industrial Occupations Programs

ALL VOCATIONAL TRAINING AREAS AND PROGRAMS

KEY

- - High Generalizability (x̄ = 5.01 - 7.00)
- ▨ - Medium Generalizability (x̄ = 3.00 - 5.00)
- - Low Generalizability (x̄ = 1.00 - 2.99)

- 5. Use words correctly which sound the same as other words but that have different meanings and spellings
- 6. Use words appropriately which are opposite of one another
- 7. Use appropriate word choices in writing and speaking
- 8. Add appropriate beginnings and endings to words to change their meaning
- 9. Punctuate one's own correspondence, directives, or reports

Reading

- 10. Read, understand, and find information or gather data from books, manuals, directories, or other documents
- 11. Restate or paraphrase a reading passage to confirm one's own understanding of what was read
- 12. Read and understand forms
- 13. Read and understand short notes, memos, and letters
- 14. Read and understand graphs, charts, and tables to obtain factual information
- 15. Understand the meanings of words in sentences
- 16. Use a standard dictionary to obtain the meaning, pronunciation, and spelling of words
- 17. Use the telephone and look up names, telephone numbers, and other information in a telephone directory to make local and long distance calls

Writing

- 18. Review and edit other's correspondence, directives, or reports
- 19. Compose logical and understandable written correspondence, directives, memos, short notes, or reports
- 20. Write logical and understandable statements, phrases, or sentences to accurately fill out forms

Speaking

- 21. Speak fluently with individuals or groups
- 22. Pronounce words correctly
- 23. Speak effectively using appropriate behaviors such as eye contact, posture, and gestures

	Agricultural Occs.	Business, Marketing and Management Occs.	Health Occupations	Home Econ.
	Agricultural Mechanics	Advertising Services	Dental Assisting	Child Care
	Ornamental Horticulture	General Merchandise (Sales)	Practical Nursing	Clothing Management, Production, and Service
	Agricultural Cooperative Education	Personal Services (Sales)	Nurse Aide	Food Management, Production, and Service
	Conservation	Marketing Cooperative (D.E.)	Health Care Aide	Home Economics Cooperative Education
	Cooperative Work Training (CWT)	Accounting and Computing Occupations	Medical Assisting	
	All Agricultural Occupations Programs	Business Data Processing Systems	Health Aide	
		Computer Programming	Medical Records	
		Filing, Office Machines	Health Occupations Cooperative Education	
		General Office Clerking	Cooperative Work Training (CWT)	
		Executive Secretary Science	Health Occupations	
		Secretarial	All Health Occupations Programs	
		Office Occupations Cooperative Education		
		Cooperative Work Training (CWT)		
		Word Processing		
		Hospitality (Travel and Travel Service)		
		Clerical Occupations		
		Office Occupations		
		All Bus., Market, and Mgmt. Occupations Programs		

Areas and Programs

Economics Occs.

Industrial Occupations

Interior Decorating	Air Conditioning	Heating	Appliance Repair	Automotive Services	Body and Fender Repair	Auto Mechanics	Aircraft Maintenance	Commercial Art	Construction and Building Trades	Carpentry	Industrial Maintenance	Diesel Mechanic	Drafting	Electrical Occupations	Industrial Electrician	Electronic Occupations	Radio/Television Repair	Graphic Arts	Machine Shop	Combine Metal Trades	Welding	Tool and Die Making	Cosmetology	Refrigeration	Small Engine Repair	Millwork and Cabinet Making	Industrial Cooperative Education	Cooperative Work Training (CWT)	Truck Driving	Warehousing	Home Remodeling and Renovation	Custodial Maintenance	Communications and Media Specialist	All Industrial Occupations Programs
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ALL VOCATIONAL TRAINING AREAS AND PROGRAMS

Agricultural Occs.	Business, Marketing and Management Occs.	Health Occupations	Home Econ.
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KEY

- High Generalizability (\bar{x} = 5.01 - 7.00)
- Medium Generalizability (\bar{x} = 3.00 - 5.00)
- Low Generalizability (\bar{x} = 1.00 - 2.99)

Listening

24. Restate or paraphrase a conversation to confirm one's own understanding of what was said
25. Ask appropriate questions to clarify another's written or oral communications
26. Attend to nonverbal cues such as eye contact, posture, and gestures for meanings in other's conversations
27. Take accurate notes which summarize the material presented from spoken conversations

Interpersonal Relations Skills

Work Behaviors

1. Work effectively under different kinds of supervision
2. Work without the need for close supervision
3. Work cooperatively as a member of a team
4. Get along and work effectively with people of different personalities
5. Show up regularly and on time for activities and appointments
6. Work effectively when time, tension, or pressure, are critical factors for successful performance
7. See things from another's point of view
8. Engage appropriately in social interaction and situations
9. Take responsibility and be accountable for the effects of one's own judgments, decisions, and actions
10. Plan, carry out, and complete activities at one's own initiation

Instructional and Supervisory Conversations

11. Instruct or direct someone in the performance of a specific task
12. Follow instructions or directions in the performance of a specific task
13. Demonstrate to someone how to perform a specific task
14. Assign others to carry out specific tasks
15. Speak with others in a relaxed and self-confident manner
16. Compliment and provide constructive feedback to others at appropriate times

Areas and Programs	
Economics Occs.	Industrial Occupations
Interior Decorating	
Child Development	
Cooperative Work Training (CWT)	
All Home Economics Occupations Programs	
Air Conditioning	
Heating	
Appliance Repair	
Automotive Services	
Body and Fender Repair	
Auto Mechanics	
Aircraft Maintenance	
Commercial Art	
Construction and Building Trades	
Carpentry	
Industrial Maintenance	
Diesel Mechanic	
Drafting	
Electrical Occupations	
Industrial Electrician	
Electronic Occupations	
Radio/Television Repair	
Graphic Arts	
Machine Shop	
Combine Metal Trades	
Welding	
Tool and Die Making	
Co. metology	
Refrigeration	
Small Engine Repair	
Millwork and Cabinet Making	
Industrial Cooperative Education	
Cooperative Work Training (CWT)	
Truck Driving	
Warehousing	
Home Remodeling and Renovation	
Custodial Maintenance	
Communications and Media Specialist	
All Industrial Occupations Programs	

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		Computer Programming	Medical Records	
		Filing, Office Machines	Health Occupations Cooperative Education	
		General Office Clerking	Cooperative Work Training (CWT)	
		Executive Secretary Science	Health Occupations	
		Secretarial	All Health Occupations Programs	
		Office Occupations Cooperative Education		
		Cooperative Work Training (CWT)		
		Word Processing		
		Hospitality (Travel and Travel Service)		
		Clerical Occupations		
		Office Occupations		
		All Bus., Market, and Mgmt. Occupations Programs		

KEY

- - High Generalizability (x̄ = 5.01 - 7.00)
- ▨ - Medium Generalizability (x̄ = 3.00 - 5.00)
- - Low Generalizability (x̄ = 1.00 - 2.99)

Conversations

17. Be able to handle criticism, disagreement, or disappointment during a conversation
18. Initiate and maintain task focused or friendly conversations with another individual
19. Initiate, maintain, and draw others into task focused or friendly group conversations
20. Join in task focused or friendly group conversations

Reasoning Skills

Verbal Reasoning

1. Generate or conceive of new or innovative ideas
2. Try out or consciously attempt to use previously learned knowledge and skills in a new situation
3. Understand and explain the main idea in another's written or oral communication
4. Recall ideas, facts, theories, principles, and other information accurately from memory
5. Organize ideas and put them into words rapidly in oral and written conversations
6. Interpret feelings, ideas, or facts in terms of one's own personal viewpoint or values
7. State one's point of view, opinion, or position in written or oral communication
8. Defend one's point of view, opinion, or position in written or oral communication
9. Distinguish between fact and opinion in one's own and in other's written and oral communication
10. Identify the conclusions in other's written or oral communication
11. Identify the reasons offered by another and evaluate their relevance and strength of support for a conclusion
12. Compile one's own notes taken on several written sources into a single report
13. Compile ideas, notes, and materials supplied by others into a single report
14. Carry out correctly written or oral instructions given by another
15. Observe another's performance of a task to identify whether the performance is satisfactory or needs to be improved
16. Ask questions about another's performance of a task to identify whether the performance is satisfactory or needs to be improved

Areas and Programs

Economics Occs.

Interior Decorating
Child Development
Cooperative Work Training (CWT)
All Home Economics Occupations Programs

Industrial Occupations

Air Conditioning

Heating

Appliance Repair

Automotive Services

Body and Fender Repair

Auto Mechanics

Aircraft Maintenance

Commercial Art

Construction and Building Trades

Carpentry

Industrial Maintenance

Diesel Mechanic

Drafting

Electrical Occupations

Industrial Electrician

Electronic Occupations

Radio/Television Repair

Graphic Arts

Machine Shop

Combine Metal Trades

Welding

Tool and Die Making

Cosmetology

Refrigeration

Small Engine Repair

Millwork and Cabinet Making

Industrial Cooperative Education

Cooperative Work Training (CWT)

Truck Driving

Warehousing

Home Remodeling and Renovation

Custodial Maintenance




Communications and Media Specialist

All Industrial Occupations Programs

ALL VOCATIONAL TRAINING AREAS AND PROGRAMS

	Agricultural Occs.	Business, Marketing and Management Occs.	Health Occupations	Home Econ
	Agricultural Mechanics	Advertising Services	Dental Assisting	Child Care
	Ornamental Horticulture	General Merchandise (Sales)	Practical Nursing	Clothing Management, Production, and Service
	Agricultural Cooperative Education	Personal Services (Sales)	Nurse Aide	Food Management, Production, and Service
	Conservation	Marketing Cooperative (D.E.)	Health-Care Aide	Home Economics Cooperative Education
	Cooperative Work Training (CWT)	Accounting and Computing Occupations	Medical Assisting	
	All Agricultural Occupations Programs	Business Data Processing Systems	Health Aide	
		Computer Programming	Medical Records	
		Filing, Office Machines	Health Occupations Cooperative Education	
		General Office Clerking	Cooperative Work Training (CWT)	
		Executive Secretary Science	Health Occupations	
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		Office Occupations Cooperative Education		
		Cooperative Work Training (CWT)		
		Word Processing		
		Hospitality (Travel and Travel Service)		
		Clerical Occupations		
		Office Occupations		
		All Bus., Market., and Mgmt. Occupations Programs		

KEY

-  - High Generalizability (\bar{x} = 5.01 - 7.00)
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Problem Solving

17. Recognize or identify the existence of a problem given a specific set of facts
18. Ask appropriate questions to identify or verify the existence of a problem
19. Enumerate the possible causes of a problem
20. Use efficient methods for eliminating the causes of a problem
21. Judge the credibility of a source of information
22. Identify important information needed to solve a problem
23. Identify other's and one's own assumptions relating to a problem
24. Generate or conceive of possible alternative solutions to a problem
25. Describe the application and likely consequences of possible alternative problem solutions
26. Compare the application and likely consequences of alternative problem solutions and select a solution that represents the best course of action to pursue

Planning

27. Sort objects according to similar physical characteristics including shape, color, and size
28. Estimate weight of various objects of different shapes, sizes and makeup
29. Estimate length, width, height, and distance between objects
30. Use the senses of touch, sight, smell, taste, and hearing
31. Set priorities or the order in which several tasks will be accomplished
32. Set the goals or standards for accomplishing a specific task
33. Enumerate a set of possible activities needed to accomplish a task
34. Determine how specific activities will assist in accomplishing a task
35. Select activities to accomplish a specific task
36. Determine the order of the activities or step-by-step process by which a specific task can be accomplished
37. Estimate the time required to perform activities needed to accomplish a specific task
38. Locate information about duties, methods, and procedures to perform the activities needed to accomplish a specific task
39. Locate information and select the materials, tools, equipment, or other resources to perform the activities needed to accomplish a specific task
40. Revise or update periodically plans and activities for accomplishing a specific task

Areas and Programs

Economics Occs.

Industrial Occupations

Interior Decorating
 Child Development
 Cooperative Work Training (CWT)
 All Home Economics Occupations Programs

Air Conditioning
 Heating
 Appliance Repair
 Automotive Services
 Body and Fender Repair
 Auto Mechanics
 Aircraft Maintenance
 Commercial Art
 Construction and Building Trades
 Carpentry
 Industrial Maintenance
 Diesel Mechanic
 Drafting
 Electrical Occupations
 Industrial Electrician
 Electronic Occupations
 Radio/Television Repair
 Graphic Arts
 Machine Shop
 Combine Metal Trades
 Welding
 Tool and Die Making
 Cosmetology
 Refrigeration
 Small Engine Repair
 Millwork and Cabinet Making
 Industrial Cooperative Education
 Cooperative Work Training (CWT)
 Truck Driving
 Warehousing
 Home Remodeling and Renovation
 Custodial Maintenance
 Communications and Media Specialist
 All Industrial Occupations Programs

ALL VOCATIONAL TRAINING AREAS AND PROGRAMS

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