



# Manufacturing

## Retail/Wholesale Sales & Service

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STANDARDS	PAGE REFERENCES
<b>UNIT 18: MANUFACTURING CLUSTER</b>	
<b>1. Discuss careers in the Manufacturing cluster.</b>	
a. Describe characteristics of careers in the Manufacturing cluster.	<b>Student Edition:</b> 2-6, 11-12, 81-83 <i>Profiles in Manufacturing</i> 23, 61, 73
b. Identify careers in the Manufacturing cluster.	<b>Student Edition:</b> 6-8, 16-22, 80-83
<b>2. Explore and practice skills related to specific careers in the Manufacturing cluster.</b>	
a. Identify typical tasks, working conditions, education and training, job outlook, wages, and similar jobs.	<b>Student Edition:</b> 8-9, 30-36, 56-62, 63-64, 70-74, 81-83
b. Identify technologies related to the job.	<b>Student Edition:</b> 13-14, 68-69, 70-72
c. Practice skills related to the job.	<b>Student Edition:</b> 17-22, 48-49, 75-76
d. Compare personal interests to characteristics of the job.	<b>Student Edition:</b> 42-49, 80-85, 87-89

STANDARDS	PAGE REFERENCES
<b>UNIT 19: RETAIL/WHOLESALE SALES AND SERVICE CLUSTER</b>	
<b>1. Discuss careers in the Retail/Wholesale Sales and Service cluster.</b>	
a. Describe characteristics of careers in the Retail/Wholesale Sales and Service cluster.	<b>Student Edition:</b> 98-102, 109-110, 114-115  <i>Profiles in Retail/Wholesale Sales and Service</i> 121, 161, 173
b. Identify careers in the Retail/Wholesale Sales and Service cluster.	<b>Student Edition:</b> 102-105, 116-120, 180-184
<b>2. Explore and practice skills related to specific careers in the Retail/Wholesale Sales and Service cluster.</b>	
a. Identify typical tasks, working conditions, education and training, job outlook, wages, and similar jobs.	<b>Student Edition:</b> 100-102, 105-107, 116-120, 130-136, 156-160, 170-172
b. Identify technologies related to the job.	<b>Student Edition:</b> 116-120, 168-170
c. Practice skills related to the job.	<b>Student Edition:</b> 116-120, 139-140, 148-149
d. Compare personal interests to characteristics of the job.	<b>Student Edition:</b> 109-110, 142-147, 180-185