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## learning needs

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### How people let you know about their learning needs

#### 1. concerning information - knowledge for planning of self and opportunity

1. I'd find it hard to say what I want from my future
2. I've got little idea what it's like to be at work
3. I just can't see how I'd be any better off by making a career plan
4. I don't know how to find out about qualifications for any work I might like
5. I see little point in getting worked up about career - just tell me what's available

talking point: 'you might have enough to go on, about yourself and the working world, or you might find that you are still in the dark'.

#### 2. concerning feelings - hope and fear, acceptance and doubt

6. I clam up or get angry when people push me about my career
7. I feel, when it comes to a career, women must take different things into account from men
8. I really wish somebody would just tell me the best thing to do about my career
9. To me, talk of career is boring - I always want to change the subject
10. I daresay I'll get a job, but I really can't be all that bothered about it

talking point: 'the feelings you have about career can help you, but they can also hurt you'.

#### 3. concerning attachments - relationships and allegiances

11. I stick to career moves that keep the respect of my long-standing friends
12. I prefer to talk about my life plans with people I know well
13. I get inspired with exciting career ideas by famous people - in sports, films or music
14. I need to be with people who I like and who know me well, before I can talk about what I'll do
15. I'd rather talk about my career with a real person, than read a book or work at a computer

talking point: 'you might be okay with the way other people have their say about your life, or you might not be so sure about them'.

#### 4. concerning background - internalised habitual beliefs and values from a culture

16. I know some people see my background as different - and look on me as an outsider
17. I have ideas about work that are deep inside me - since I was a kid
18. I think you should accept what your own people believe is right
19. I don't mix with lots of people with different kinds of interesting careers
20. I've never met a teacher or adviser who really understands my background

talking point: 'upbringing can give a person deep beliefs and values, you may want to live with them, or maybe it's time to move on'.

#### 5. concerning learning - what experience teaches, and seems to teach

21. I find it hard to give my own account of why I do things
22. I believe that mediums, astrologers and other mystics can help you with your career
23. I believe, when things get complicated, 'just do it!' is good advice
24. I find that there's just too much information about career - making any sense of it all is a really tall order
25. I'm against changing my plans about career - my mind is quite made up

talking point: 'you've been learning about work since you were a toddler, maybe it has all helped you, but it could be holding you back'.

#### 6. concerning purpose - finding meaning and relevance in career

26. I've never taken school or college learning very seriously - I can get what I want in other ways
27. I only do what I think is important - in taking control of my life
28. I don't believe in getting a job - it's not going to get me what I most want from life
29. I face up to the real world - to get ahead you might have to break the rules or hurt other people
30. For me, a career plan has no point, unless it shows you how to get what you want in your life

talking point: 'there is supposed to be a point in getting a career, and you might be convinced about that, but you might have your doubts'.

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**these represent human needs as surely as hunger represents a human need**

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