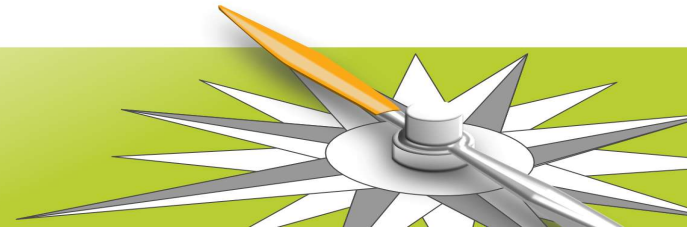


Putting this into practice...



Putting this in practice... **making a decision** about what you can do to support...

Where would you put the following statements?

-  No referral needed
-  Explore further
-  Refer

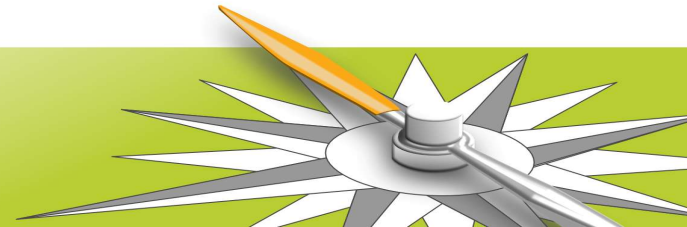
Discuss your thinking...

Activity

Assessing my skillset

Making a decision

The referral conversation



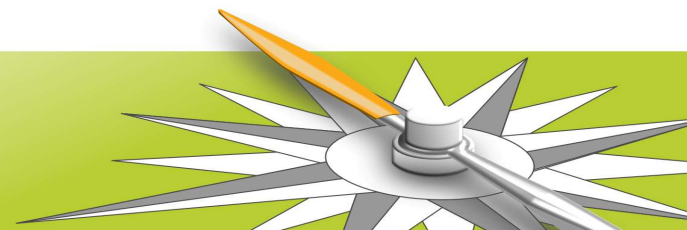
Putting this in practice...

- No referral needed
- Explore further
- Refer



"I've visited two colleges, compared the courses and spoken to someone who does the job. I'm choosing this course because I enjoy practical work."

"What additional information would change your decision?"



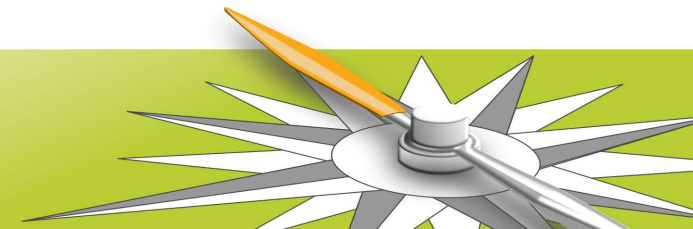
Putting this in practice...

-  No referral needed
-  Explore further
-  Refer



"I'm doing an apprenticeship because my dad says college is a waste of time."

"What additional information would change your decision?"



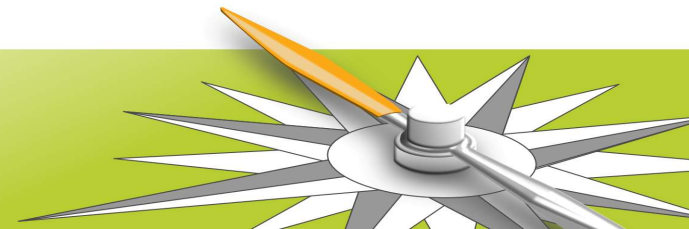
Putting this in practice...

-  No referral needed
-  Explore further
-  Refer



"I'm doing A levels because I'm not sure what career I want yet."

"What additional information would change your decision?"



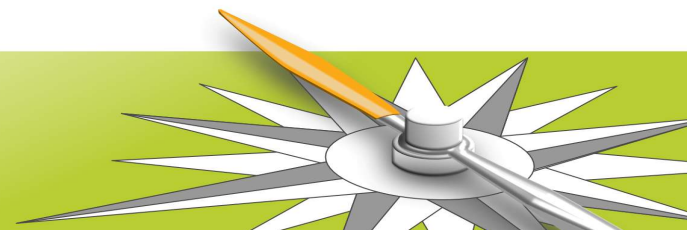
Putting this in practice...

- No referral needed
- Explore further
- Refer



"I'm applying for an apprenticeship because I don't want to do any more school."

"What additional information would change your decision?"



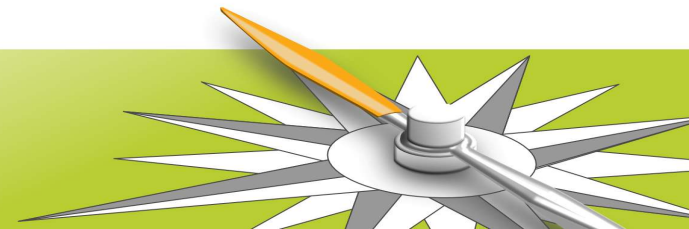
Putting this in practice...

- No referral needed
- Explore further
- Refer



"I don't really know what I want to do, and every option I've looked at seems wrong."

"What additional information would change your decision?"



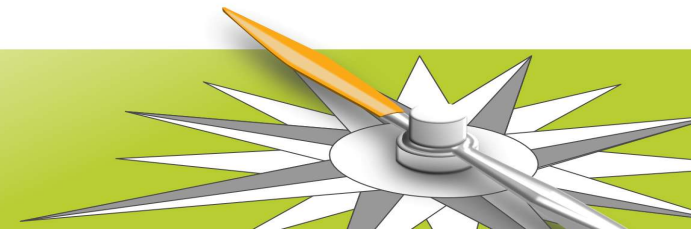
Putting this in practice...

- No referral needed
- Explore further
- Refer



"I want to work with animals, so I'm doing this college course."

"What additional information would change your decision?"



Activity

Assessing your **personal** skillset...

Sort the slips where you think they belong:

You can support the young person.

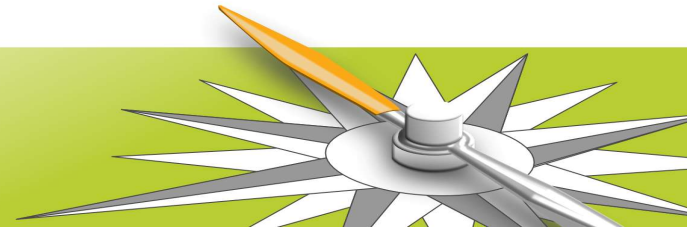
You will work with Jodie to support the young person

You refer to Jodie...

Assessing my skillset

Making a decision

The referral
conversation



The 'referral conversation'

Your challenge is to offer a supportive referral where the young person is motivated to engage and **why you think a referral could help**.

Scenario

"I've decided I want to do a childcare course because my mum says I'd be good with children."

If you feel this is not a strong option for the young person, is it a good idea to say "I think you should consider something else" ?

Could this be stronger?:

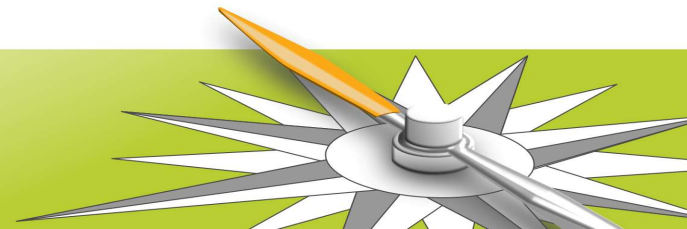
"It sounds like you've got a starting point. I'd like you to speak to our careers coach Jodie, because she can help you explore whether childcare is the best fit for you and look at the different routes into it."

Activity

Assessing my skillset

Making a decision

The referral conversation

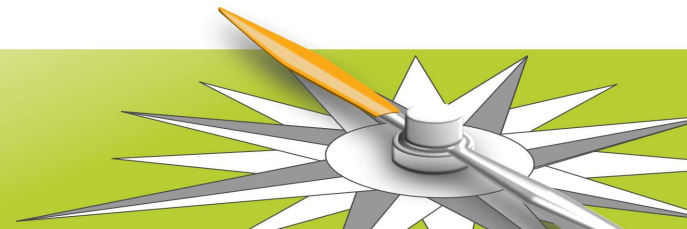


4 scenarios: supportive referral, keeping the young person motivated...

1. "I'm definitely doing an apprenticeship. Don't try and change my mind."

When trying to refer them on...

- what would you say to this young person?
- what would you take into account...?
- what would motivate the young person?

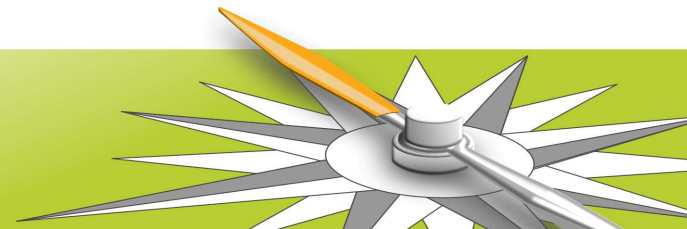


4 scenarios: supportive referral, keeping the young person motivated...

2. "My parents won't let me do an apprenticeship."

When trying to refer them on...

- what would you say to this young person?
- what would you take into account...?
- what would motivate the young person?

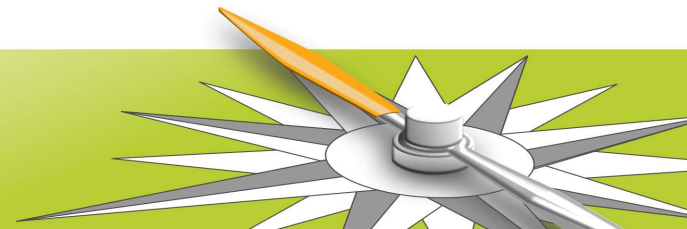


4 scenarios: supportive referral, keeping the young person motivated...

3. "I don't know what I want and I don't care."

When trying to refer them on...

- what would you say to this young person?
- what would you take into account...?
- what would motivate the young person?

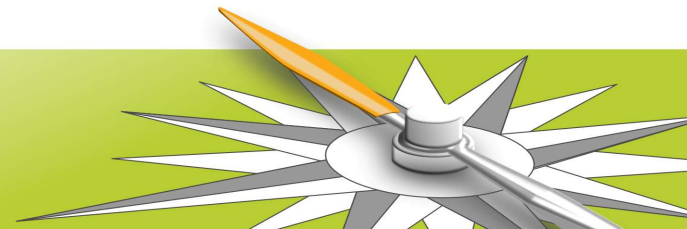


4 scenarios: supportive referral, keeping the young person motivated...

4. "I've chosen this college because my boyfriend/girlfriend is going there."

When trying to refer them on...

- what would you say to this young person?
- what would you take into account...?
- what would motivate the young person?



To finish - let's revisit what we started with...

Let's return to the six students from the opening exercise.

Have a look and vote again.... **"What, if anything, has changed about your decision?"**

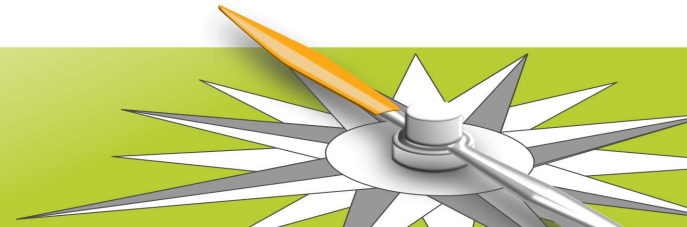
3 Questions to ask...

Before deciding whether to refer, ask yourself:

- 1. Can the young person explain WHY they've chosen it?
- 2. Do they understand WHAT they've chosen?
- 3. Am I confident that they have had the opportunity to consider whether it fits them?

If the answer to one or more is **no**, consider referral.

Critically: if the issue requires a level of careers guidance that you feel sits beyond your role - refer.



That's it!

- Any questions? Comments? Feedback?

