YEAR 7 CAREERS LESSONS

| Manage career | N/A | (17) Managing Changes & Transilion | 4. Linking Curriculum Learning To Careers | Relationships | https://www.tes.com /teaching- resource/transition- points-in-your-life- 12220678 | I understand the term transition I can explain the different career transition points in secondary school and beyond I am able to reflect on the feelings experienced during transition | Transition points, Career, Change, Risk, Reflection | Describe how people's feelings change during stages of transition Describe your feelings during times you have experienced transitions Identify ways of coping with transition points and how you would apply them to future times of change in your life | Year 7 | Lesson PowerPoint | C8C + LSW | Transition Point in Your C8C + LSW life -c |
|-------------------------|------------------------|---|--|------------------------------------|--|--|---|--|---------------|----------------------|---|--|
| Manage career | N/A | (4) Exploring Careers and Career Development | 4. Linking Curriculum Learning To Careers | Health & Wellbeing | https://www.tes.com /teaching- resource/careers-and- your-future-gatsby- benchmarks- 12220677 | I am aware of how important careers education is I'm aware of teaching-how not to limit my future career resource/careers-and-options I'm aware of future opportunities in learning and poportunities in learning and work https://www.tes.com /teaching-resource/careers-and-your-future-gatsby-benchmarks- | Careers, Skills, Qualities, Future, Aspirations, Career, Opportunities | To understand the meaning of the word career To be aware of how careers education can help you plan for the future Recognise the limitations of making career choices based on 'dream' ideas To be aware of what considerations are involved in making realistic choices | Year 7 | Lesson PowerPoint | C8C+LSW | Careers and your Future - CSC + LS |
| Grow throughout Life | Settings Goals | (10) Making the Most of Careers Information and Guidance (CEIAG) | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.com /teaching- resource/finding- careers-information- jobs-careers- 12220681 | I understand where to go to access careers information I can evaluate if a source is reliable and credible I am able to use trustworthy careers website to research my dream job | Ambiguous, biased, Careers, Prospectus, Trade Journals, | To To know where to look for careers information To be able to select suitable sources of careers information that are fit for purpose | Year 7 | | C8C Only | Finding Careers Information |
| NEW CDI FRAMEWORK | PA - Thematic Model | CDI Careers Framework | Gatsby Benchmark | PSHE Association Core Themes | TES URL LINK | Assessment Objectives | Key Terms | Learning Objectives | Year Group | Type of Resource | Cre8tive Careers Only or also part of Cre8tive Curriculum | Careers Lesson Topics |

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| Personal Skills & C8 Qualities | Career Manageme C8 | Careers interests and Jobs -C | Careers Careers OLEsson also Topics Cr |
|---|--|--|---|
| C8C Only | CBC Only | C3C + LS/W | Cre8tive Careers Only or also part of Cre8tive Curriculum |
| Lesson PowerPoint | Lesson PowerPoint | Lesson PowerPoint | Type of Resource |
| Year 8 | Year 8 | Year 8 | Year Group |
| Students will be able to identify their personal and social skills. Students will understand how these link to their career dreams and aspirations. Students will understand the employability skills employers are looking for | To be able to identify different types of goals. To understand the usefulness of target setting to help achieve goals. To be able to plan and take action to move forward. | To help me think carefully about potential careers and focus on my interests and preferences. To be aware that understanding myself and my interests will help shape my choices about KS4 Options and future career ideas. | Learning Objectives |
| Advocacy, Written, Skills, Qualities, Aspirations, i Communica tion, | Goals, Targets, Action Planning, Ambition | Pharmacist, Jeweller, Optometrist, Barista, Maite'D, Forensics, | Key Terms |
| Advocacy, Advocacy, I understand the difference Written, Skills, evaluate my own skills and Qualities, qualities, qualities I understand the Aspirations, importance of improving my skills Communica tion, Esternica | I am able to set myself meaningful goals. I am able to construct a careers action plan I take responsibility for making things happen in my own life | I can identify a wide range of jobs I understand that each sector in society contains many career opportunities I know how to plan for my future career | Assessment Objectives |
| https://www.tes.com /teaching- resource/personal- qualities-and-skills- careers-education- 12220680 | https://www.tes.com /teaching- resource/career- management-goals- targets-and-action- planning-12220682 | https://www.tes.com/t eaching- resource/careers- exploration-and-jobs- 12249355 | TES URL LINK |
| Living in the wider World | Living in the wider World | Living in the wider World | PSHE Associaltio n Core Themes |
| 4. Linking Curriculum Learning To Careers | 4. Linking Curriculum Learning To Careers | 4. Linking Curriculum Learning To Careers | Gatsby Benchmark |
| (4) Exploring Careers and Career Development | (10) Making the Most of Careers Information and Guidance (CEIAG) | (4) Exploring Careers and Career Development | CDI Careers Framework |
| Developing Life Skills & Aspirations | Community & Careers | Next Steps | PA - Thematic Model |
| Manage career | Grow throughout Life | Manage career | NEW CDI FRAMEWO RK |

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| Create opportunities | Settings Goals | (14) Identifying Choices and Opportunities | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.com/t eaching- resource/qualifications- and-pathways- careers-12249944 | routes available to me I understand the links between qualifications and pay I understand post 18 progression | Pathways, Qualifications, Government, self- confidence | To understand the value and advantages of gaining qualifications To be aware of the learning and progression pathways available | Year 9 | Lesson PowerPoint | C8C Only | EXT - Qualification and Pathways |
|--------------------------|---------------------------|--|--|---|---|--|---|--|---------------|----------------------|---|---|
| Create opportunities | Settings Goals | (14) Identifying Choices and Opportunities | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.com/t eaching- resource/options-and- pathways-careers- guidance-12249943 | I understand my schools core curriculum at KS4 I understand my option choices at KS4 I know what I would like to study at KS4 | | Students understand the range of subjects which are available for KS4 Options Students are aware of the subjects they currently have an aptitude for and like Students are able to describe the benefits of the subjects on offer | Year 9 | Lesson PowerPoint | C8C Only | EXT - Options and Pathways |
| Manage career | Settings Goals | (15) Planning and Deciding | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.com/t eaching- resource/making- decisions-about-ks4- careers-options- 12249947 | I can reflect on my careers journey so far I understand what should be taken into account when making important decisions. To understand how our current choices can impact our future choices choices. | Labour Market, Choices, Options, Destiny, Knowledge | What is needed for effective decision making? Understand a decision-making model Recognise who can help you with information and advice | Year 9 | Lesson PowerPoint | C8C Only | EXT - Making Decisions |
| Grow throughout Life | NIA | (10) Making the Most of Careers Information and Guidance (CEIAG) | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.com/t eaching- resource/exploring- different-careers- 12249357 | I can identify a range of different UK Job sectors I know the starting salaries of a range of jobs I can explain my dream job or career | Job description, salary, duties, progression, qualifications, GCSE, A levels, University, Skills | To identify the 10 main UK Job sectors To explore a wide variety of jobs To evaluate the different qualifications, starting salaries and duties of a wide range of jobs | Year 9 | Lesson PowerPoint | C8C + LSW | Exploring Careers -C |
| Explore possibilities | N/A | (7) Jobs & Labour Market Information | 2. Labour Market Information | Living in the wider World | https://www.tes.com/t eaching- resource/labour- market-information- careers-12249941 | I understand what Labour Market Information is I can explain how Brexit may impact local Labour Markets in the UK I can identify the main factors that impact Labour Market Information | Labour Market, Authority, Demography, globalisation, manufacturing, education, training | To be aware of what labour market information (LMI) is and how it can be useful to you To be able to start using LMI to get a realistic picture of the labour market which I will use to help me make decisions about future careers | Year 9 | Lesson PowerPoint | C8C + LSW | Labour Market Information - C |
| Next Steps Manage career | Next Steps | (4) Exploring Careers and Career Development | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.com/t eaching- resource/careers- exploration-and-jobs- 12249355 | I can identify a wide range of jobs I understand that each sector in society contains many career opportunities I know how to plan for my future career | Pharmacist, Jeweller, Optometrist, Barista, Maite'D, Forensics, | To help me think carefully about potential careers and focus on my interests and preferences. To be aware that understanding myself and my interests will help shape my choices about KS4 Options and future career ideas. | Year 9 | Lesson PowerPoint | C8C+LSW | Careers interests and Jobs -C |
| NEW CDI FRAMEWORK | PA - Thematic Model | CDI Careers Framework | Gatsby Benchmark | PSHE Associaltio n Core Themes | TES URL LINK | Assessment Objectives | Key Terms | Leaming Objectives | Year Group | Type of Resource | Cre8tive Careers Only or also part of Cre8tive Curriculum | Careers Lesson Topics |
| | | | | | | L) 11 0 0) 11 11 10 10 | | | | | | THE PERSON NAMED IN |

YEAR 10 CAREERS LESSONS

| Equality + Stereotypes in the Workplace | Work Hierarchy and Structure | Employment Rights -C | Understanding Work Place | Careers Lesson Topics |
|--|--|--|--|---|
| C8C Only | C8C Only | C8C +LSW | C8C Only | Cre8tive Careers Only or also part of Cre8tive Curriculum |
| Lesson PowerPoint | Lesson PowerPoint | Lesson PowerPoint | Lesson PowerPoint | Type of Resource |
| Year 10 | Year 10 | Year 10 | Year 10 | Year Group |
| equality, diversity and stereotyping To be aware of my attitudes and how they impact on others To explore the inequalities that exist that impact the workplace | To gain a basic knowledge of UK business structures To be able to identify the two main organisational structures and summarise their advantages and disadvantages To be able to create a simple business organisational chart | To identify a variety of employment rights and responsibilities in the UK To understand different issues related to employee rights To explore the gender pay gap in society | To understand what is meant by work To be aware of why people work To be able to explain what workplace values are and which are most important to you | Learning Objectives |
| Equality, Inequality, Discrimination, Social development, immobility, unconscious bias | Flat, Hierarchical, matrix, Shareholders, Directors, Devolution, Chairman, Board of Directors | Employers, Employment tribunal, Equality Act 2010, Equal opportunities, Trade union, unfair dismissal | Work, Profession, Career, Job, Employment, Occupation, beliefs and values | Key Terms |
| I can define stereotyping and equality I can evaluate how unconscious bias can impact our choices and the workplace I understand the diverse and complex pattern of British identifut. | I can explain a hierarchical business structure I can explain the strengths and weaknesses of a flat structure I can identify different local businesses business structures | I know a range of employment rights and responsibilities I know the minimum amounts per hour employees must be paid I understand the term 'Gender pay | I can explain the differences between work a job and a career I can explain the similarities and differences between school and work I am able to list values that motivate me | Assessment Objectives |
| https://www.tes.com /teaching- resource/equality- diversity-and- stereotyping- 12304081 | https://www.tes.com /teaching- resource/work- hierarchy-and- structures-gatsby- benchmarks-careers- 12285481 | https://www.tes.com /teaching- resource/employment- rights-and- responsibilities- 12252700 | https://www.tes.com /teaching- resource/understandi ng-the-work-place- gatsby-benchmarks- careers-12285477 | TES URL LINK |
| Living in the wider World | Living in the wider World | Living in the wider World | Living in the wider World | PSHE Association Core Themes |
| 4. Linking Curriculum Learning To Careers | 4. Linking Curriculum Learning To Careers | 4 Linking Curriculum Learning To Careers | 4. Linking Curriculum Learning To Careers | Gatsby Benchmark |
| (8) Valuing Equality, Diversity & Inclusion | (6) Understanding Business & Industry | (11) Preparing For Employability | (5) Investigating Work & Working Life | CDI Careers Framework |
| Developing Life Skills & Aspirations | NIA | N/A | Community & | PA - Thematic Model |
| Grow throughout Life | See the big picture | Manage career | . See the big picture | NEW CDI FRAMEWORK |

Three Colleges Taster Day Preparation

Work Experience
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| Explore possibilities | N/A | (16) Handling Applications and Interviews | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.c om/teaching- resource/cv- writing-careers- 12168158 | I understand why a CV is important! https://www.tes.co.am.confident in creating my own CV om/teaching-tunderstand how to layout a CV and resource/cv-what should avoid in order to make writing-careers-titlook professional 12168158 | Qualifications, Interests, hobbies, referees & work experience | To understand the purpose of a CV. To understand how to create a clear and concise CV. | Year 11 | Lesson PowerPaint | C8C+LSW | CV Writing - |
|--------------------------|-------------------------------|---|---|---------------------------------------|--|---|---|--|-------------------|----------------------|---|---|
| Explore possibilities | N/A | (16) Handling Applications and Interviews | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.c om/teaching- resource/careers- personal- statements- 12168159 | I know why a Personal Statement is important I am able to write my own Personal Statement I understand when a Personal Statement may be required | Personal Statement, CV, Skills, Qualities, University, Achievements, applications | To understand what a personal statement is To explore when a personal statement may be needed To be confident in writing a personal statement that reflects your abilities and ambitions | Year 11 | Lesson PowerPoint | C8C+LSW | Writing a Personal Statement - C |
| Explore possibilities | Next Steps | O | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.c om/teaching- resource/intervie w-preparation- careers- 12168169 | I understand how to prepare fully during an interview I understand the common questions an interviewer may ask I would perform well in an interview for something I really wanted | Etiquette, Body Language Performance Management Career Progression | To understand how to prepare for an interview To understand the do's and don'ts during an interview To practice a mock interview | Year 11 | Lesson PowerPoint | C8C Only | Interview Preparation |
| Explore possibilities | Next Steps | (16) Handling Applications and Interviews | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.c om/teaching- resource/making- applications- careers- 12168172 | l understand a stereotypical application process I understand the skills needed to be successful in an application understand how to complete the likely sections that appear on an application form | Equal Opportunities, Shortlisting, references, Punctuation, CV | To understand the application process To identify the skills needed for a successful application process To understand the different component parts of an application form | Year 11 | Lesson PowerPoint | C8C Only | Making Applications |
| Explore possibilities | Employabil ity Skils | (16) Handling Applications and Interviews | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.c om/teaching- resource/person al-branding- careers- 12168149 | I understand what personal branding is I am able to list my key core values that define me I understand how to build my personal brand and the importance of this | Branding, CV, Personal Statement, Presence, Impressions, Attitude | To understand what personal branding is To understand why and how to build a personal brand To understand my core key values that drive me and define me | Year 11 | Lesson PowerPoint | C8C Only | Personal Branding |
| Manage career | Building For the Future | (17) Managing Changes & Transition | 4. Linking Curriculum Learning To Careers | Living in the wider World | https://www.tes.c om/teaching- resource/plannin g-for-the-future- 12168150 | I am able to explain my own skills and qualifies I am able to create a plan of action of what I want to do post 16 I understand the importance of having goals and what should be taken into account when making bough decisions | A levels, PHD, foundation, Degree, PGCE, Vocational Qualifications, Traineeships, Apprenticeships | To define my own skills, qualities an interests To be able to make plans and decisions about post 16 education To evaluate what support I need and be able to set Targets and goals to achieve | Year 11 | Lesson PowerPoint | C8C Only | Planning For the future |
| Manage career | Next Steps | (17) Managing Changes & Transition | 7. Encounters with Further and Higher Education | Living in the wider World | https://www.tes.c om/teaching- resource/post-16- options-careers- 12167356 | I am aware of the range of options open to me after Y11 I Know where to go for further advice on careers and progression pathways I understand the hierarchy of different qualifications | Vocational Qualifications Apprenticeships Traineeships City & Guilds | To be aware of a range of options available after Year 11 To be able to explore and know where to research the best progression pathway To start to decide what post 16 route you might like to take | Year 11 | Lesson PowerPoint | 6 C8C Only | FC - Post 16 Options |
| NEW CDI FRAMEWORK | PA - Thematic Model | CDI Careers Framework | Gatsby Benchmark | PSHE Association Core Themes | TES URL LINK | Assessment Objectives | Key Terms | Learning Objectives | Year Grou p | Type of Resource | Cre8tive Careers Only or also part of Cre8tive Curriculum | Careers Lesson Topics |

For a positive career you need to...



Grow throughout life





Explore the full range of possibilities open to you and learn about recruitment processes and the culture of different workplaces.

Manage careers

Manage your career actively, make the most of opportunities and learn from setbacks.

Create opportunities

Create opportunities by being proactive and building positive relationships with others.

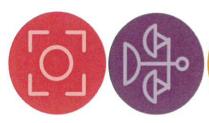
Balance life and work

Balance your life as a worker and/or entrepreneur with your wellbeing, other interests and your involvement with your family and community.

See the big picture

See the big picture by paying attention to how the economy, politics and society connect with your own life and career.





| -lave had at least two interviews with a professional careers adviser by the end of year 13 | - Personal mundance |
|--|--|
| Have had an interview with a professional and impartial careers adviser by the end of year 1.1 | |
| Benchmark 8 | .1 |
| Have had at least two meaningful visits to universities to meet staff and students | _ |
| Have had meaningful encounters with Higher Education Providers | |
| -lave had meaningful encounters with general further education colleges -lave had meaningful encounters with independent training providers | |
| Have been provided with information about the full range of apprenticeships, including higher level apprenticeship Have bed moaniteful appropriates with general further education colleges | J |
| Have had meaningful encounters with sixth form colleges | - |
| Benchmark 7 Benchmark 7 | <u> </u> |
| | |
| -fave obtained a meaningful experience of a workplace during years 12 and 13 | ⊣ |
| -lave had a meaningful experience of a workplace by the end of year 11 | Experiences of |
| Вепсћавик б | |
| lave at least one meaningful encounter with an employer every year they are at your school | Encounters with I bns ersemed Employees |
| Benchmark 5 | |
| earning as part of: PSHE lessons | |
| All/the overwhelming majority of students by the time they leave school, have meaningfully experienced career | `\ . |
| | ╡ . |
| earning as part of: Science lessons | |
| All/the overwhelming majority of students by the time they leave school, have meaningfully experienced career | |
| earning as part of: Maths lessons | inking Curriculum to |
| All/the overwhelming majority of students by the time they leave school, have meaningfully experienced career | ∤ |
| earning as part of: English lessons | |
| All/the overwhelming majority of students by the time they leave school, have meaningfully experienced career | |
| Benchmark 4 | <u> </u> |
| | |
| pecial educational needs and disability (SEND) students. | s |
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| Vorks pro-actively with the local authority and careers advisers to provide careers guidance to vulnerable pupils a | ۸ |
| hares above mentioned data with the local authority Norks pro-actively with the local authority and careers advisers to provide careers guidance to vulnerable punits a | <u></u> |
| | of Every Pupil |
| hares above mentioned data with the local authority | of Every Pupil |
| Geps systematic records on each pupils' experiences of career and enterprise activity. Inables pupils to access accurate deta for each pupil on their destinations for 3 years after they leave school John Systematic records on each pupils' experiences and enterprise experiences John Systematic records on each pupils' experiences of career and enterprise activity | ddressing the Needs |
| rovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc) leeps systematic records on each pupils' experiences of career and enterprise activity inables pupils to access accurate record about their careers and enterprise experiences collects and maintains accurate data for each pupil on their destinations for 3 years after they leave school hares above mentioned data with the local authority | d dressing the Needs Adressing the Needs Of Every Pupil |
| rovides a careers programme that: Raises aspirations of all students of gender etc) rovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc) reps systematic records on each pupils' experiences of career and enterprise activity rables pupils to access accurate data for each pupil on their destinations for 3 years after they leave school rates above mentioned data with the local authority | d dressing the Needs Addressing the Needs Of Every Pupil |
| rovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc) leeps systematic records on each pupils' experiences of career and enterprise activity inables pupils to access accurate record about their careers and enterprise experiences collects and maintains accurate data for each pupil on their destinations for 3 years after they leave school hares above mentioned data with the local authority | d dressing the Needs Addressing the Needs Of Every Pupil |
| hildren. Benchmark 3 Provides a careers programme that: Ralses aspirations of all students Provides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Reps systematic records on each pupils' experiences of career and enterprise activity Inables pupils to access accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on their destinations for 3 years after they leave school Pares and maintains accurate data for each pupil on the form of the form | d Every Pupil |
| Benchmark 3 Tovides a careers programme that: Raises aspirations of all students Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Toples systematic records on each pupils' experiences of career and enterprise activity Toples systematic records on each pupils' experiences of career and enterprise experiences Toples systematic records on each pupils' experiences of career and enterprise experiences Toples and maintains accurate data for each pupil on their destinations for 3 years after they leave school Toples and maintains accurate data for each pupil on their destinations for 3 years after they leave school Toples and maintains accurate data for each pupil on their destinations for 3 years after they leave school Toples and maintains accurate data for each pupil on their destinations for 3 years after they leave school Toples and maintains accurate data for each pupil on their destinations for 3 years after they leave school Toples and maintains accurate data for each pupil on their destinations for 3 years after they leave school Toples and maintains accurate data for each pupil on their destinations for a care accurate data for each pupil or accurate data for each pup | d Every Pupil |
| Incourages parents and carers to use career path and labour market information to aid the support given to their hildren. Benchmark 3 Tovides a careers programme that: Raises aspirations of all students Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) | in (et Information of Every Pupil |
| Incourages parents and carers to use career path and labour market information to aid the support given to their hildren. Benchmark 3 Tovides a careers programme that: Raises aspirations of all students Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) Tovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc.) | s inoficemoting in the control of th |
| tudy/career decisions. hildren. Benchmark 3 rovides a careers programme that: Raises aspirations of all students rovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc) rovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc) rovides a careers programme that: Challenges stereotypical thinking (In terms of gender etc) inables pupils to access accurate record about their careers and enterprise activity collects and maintains accurate record about their careers and enterprise experiences collects and maintains accurate data for each pupil on their destinations for 3 years after they leave school collects and maintains accurate data for each pupil on their destinations for 3 years after they leave school collects and maintains accurate data for each pupil on their destinations for 3 years after they leave school collects and maintains accurate data for each pupil on their destinations for 3 years after they leave school collects and maintains accurate data for each pupil on their destinations for 3 years after they leave school contains the second of the second and their careers and enterprise activity | s inode Landon Labon (et Information (et Infor |
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