

5th Edition

New Mexico Public Education Department College & Career Readiness

New Mexico

CAREER CLUSTERS GUIDE



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PUBLISHED APRIL 2026



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Dear Career Planner,

I am pleased to share the 5th Edition of the New Mexico Career Clusters Guide, developed by the College and Career Readiness Bureau in partnership with Pathway2Careers (P2C). This guide serves as a valuable resource for students, parents, counselors, educators, and individuals exploring new career opportunities across our state. It provides clear, relevant information about New Mexico's career options, including current wage data, educational pathways, and workforce trends.

We are excited to present this latest version, which includes alignment to the modernized National Career Cluster® Framework and includes refreshed occupational data and helpful tools to support informed career decision-making. Our commitment to empowering students and families with accurate, meaningful information remains a priority.

At the heart of this guide is the 14 Career Clusters framework and its associated Sub-Clusters. By highlighting the knowledge and skills required for success in each career field, this approach helps students better understand how their interests connect to real-world opportunities. The guide integrates employability skills, technical knowledge, and academic learning to providing a strong foundation for both immediate and long-term career success.

This 5th Edition complements the information found on the New Mexico Resource Center for CTE (careerpathways-nm.com) including approved Programs of Study, which outline intentional sequences of high school courses aligned to in-demand, high-wage careers available in New Mexico. These programs are designed to support students in planning their education with purpose and confidence as they prepare for life beyond high school.

The New Mexico Public Education Department remains committed to strengthening our state's workforce system and expanding opportunities for all learners. This guide reflects that commitment by helping students explore career options that align with their interests, clearly defined pathways, and projected job opportunities within our state.

I would like to extend my sincere appreciation to Pathway2Careers for their continued partnership in developing the latest edition of the New Mexico Career Clusters Guide. Their expertise and dedication play an important role in ensuring this guide remains a trusted and relevant resource for our schools and communities.

By using this guide, students will have the tools they need to make informed career decisions and prepare for meaningful roles as contributors to New Mexico's dynamic and evolving economy.

Sincerely,

Breezy Gutierrez
Director, College and Career Readiness Bureau

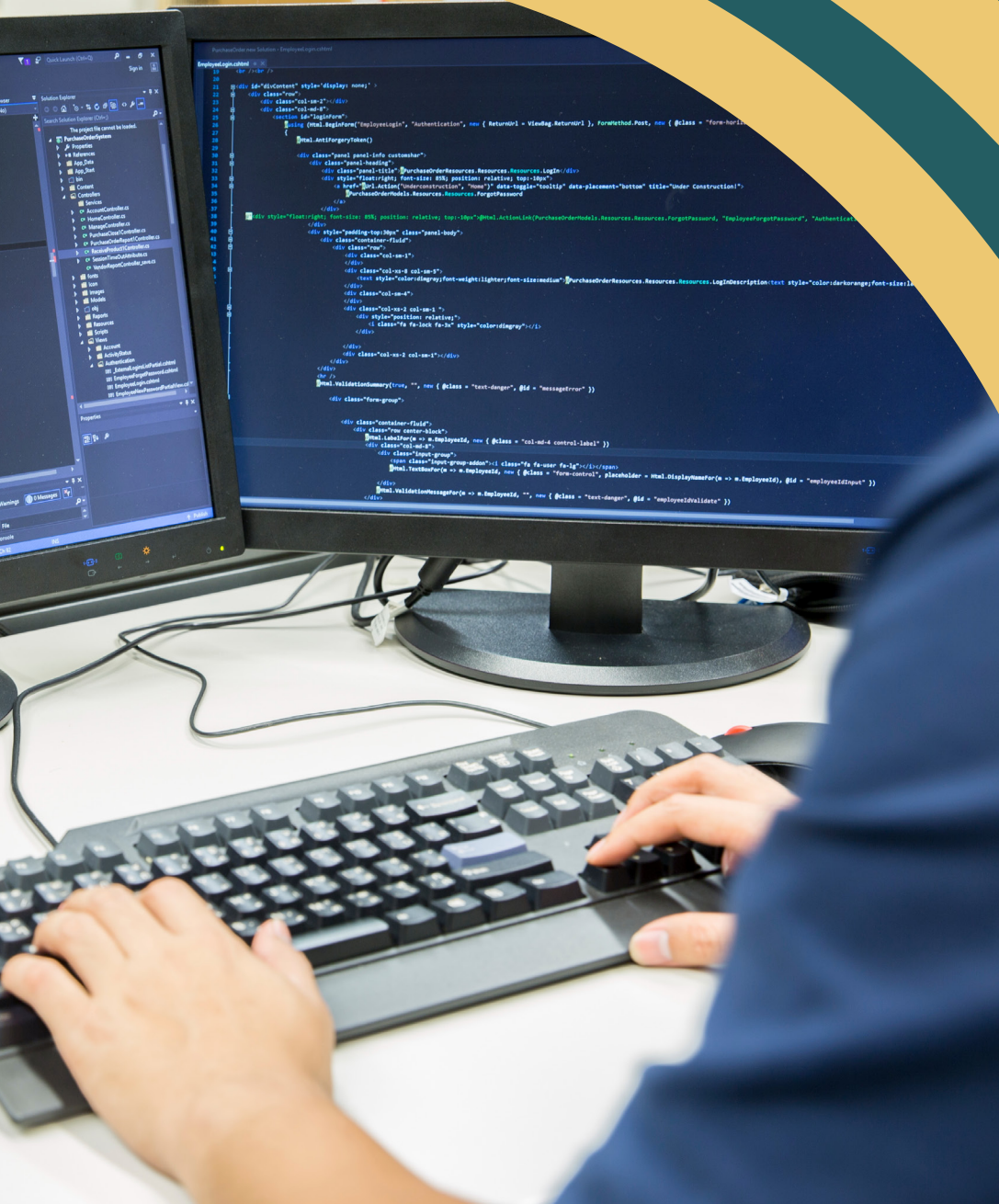
WELCOME



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INTRODUCTION TO CAREER CLUSTERS



Career Clusters Overview

Definition and Purpose

The National Career Clusters Framework is a tool that organizes occupations within Career and Technical Education (CTE) programs. Jobs within the same cluster require similar knowledge, skills, and abilities. The framework groups occupations into 14 clusters with 72 sub-clusters to explore. A career pathway is a sequence of connected and structured education programs and support services that allow students to progress toward meaningful job opportunities, higher levels of education, and required training. People who enjoy a job within a particular career cluster are likely to enjoy other jobs within the same career cluster.

Benefits of Exploring Career Clusters

A New Perspective

As students learn about the National Career Clusters, they often discover interests in occupations unknown to them before. Taking the P2C Cluster Matcher leads students to self-discovery in how they are aligned or not aligned with specific career clusters.

Lean In To or Eliminate Potential Careers

While learning about the sixteen career clusters, students often feel aligned with or disinterested in particular career clusters. Being able to eliminate careers allows students to keep other potential careers in their focus and on their radar.

Data-Based Decision Making

Rather than choosing a career based on a peer's choice, parental preferences, or just getting a job to join the workforce, using the P2C Cluster Matcher provides students with up-to-date assessment results to guide a student towards a career where students are most aligned.

Reaching Goals

When students truly understand all of the steps to reach a career goal, they are able to choose a career pathway, plan for high school and post-secondary coursework, choose appropriate programs of study or majors, select post-secondary institutions, and achieve short and long-term goals.

How to Use the Guide

This guide is designed for students, parents, and educators to understand how P2C can be used to help students as they navigate their career journey.

Under "Who Benefits from P2C", middle and high students will learn about specific action steps they can take using P2C as they journey through their career planning process. Parents can use the guide to gain a broader understanding of the career planning process, learn how P2C's Career Tools support career exploration, and engage with their child's career journey. Educators who use P2C learn how to access the career tools and curriculum to support students through their career exploration and development.







Relationship Between Clusters and Career Pathways

Each of the sixteen career clusters includes multiple career pathways toward a career. A career pathway is a sequence of connected and structured education programs and support services that allow students to progress toward job opportunities, higher levels of education, and required training. Each pathway identifies knowledge, skills, and a plan of study. For example, for the STEM career cluster, there are two pathways: Engineering and Technology pathway & Science and Mathematics pathway. Each pathway has unique knowledge, skills, and plans of study.

Career Clusters and The Career Pathways

Career clusters are groups of occupations that require a common knowledge base and the use of similar skills. Each cluster contains several smaller groups called career pathways that connect to educational programs, industries, and careers. While a career cluster paints a broad picture of a group of occupations, a pathway helps you focus on and develop a clear, more informed educational plan over time.

CAREER CLUSTER	DESCRIPTION	CAREER SUB-CLUSTER
 <p>Advanced Manufacturing</p>	Do you like to design and make things? Are you comfortable working with machines? This cluster includes careers in planning, managing, and performing the processing of materials into intermediate or final products and related professional and technical support activities, such as production planning and control, maintenance, and manufacturing/process engineering.	<ul style="list-style-type: none"> Engineering Industrial Machinery Production & Automation Robotics Safety & Quality Assurance
 <p>Agriculture</p>	Do you enjoy working with plants and animals? Interested in working to conserve natural resources or protect the environment? This cluster includes careers in the planning, production, processing, management, distribution, and marketing of agricultural products, including food, plants, animals, fabrics, wood, and crops.	<ul style="list-style-type: none"> Agribusiness Animal Systems Agricultural Technology & Automation Food & Science Processing Plant Systems Water Systems
 <p>Arts, Entertainment, & Design</p>	Do you like to perform? Do you love to use your artistic creativity on the job? This cluster includes careers in designing, producing, exhibiting, performing, writing, and publishing multimedia content, including visual and performing arts and design, journalism, and entertainment services.	<ul style="list-style-type: none"> Design & Digital Arts Fashion & Interiors Fine Arts Lighting & Sound Technology Performing Arts
 <p>Construction</p>	Do you want to design, build, and maintain structures where people live, work, and play? This cluster includes careers in designing, planning, managing, building, and maintaining the built environment.	<ul style="list-style-type: none"> Architecture & Civil Engineering Construction Planning & Development Equipment Operations & Maintenance Skilled Trades
 <p>Digital Technology</p>	Do you like technology? Do you enjoy working with computer hardware, software, multimedia, or network systems? This cluster includes careers related to the design, development, support, and management of hardware, software, Internet, multimedia, and systems integration services.	<ul style="list-style-type: none"> Data Science & AI IT Support & Services Network Systems & Cybersecurity Software Solutions Web & Cloud
 <p>Education</p>	Do you enjoy teaching others? Are you comfortable with public speaking? This cluster includes careers in planning, managing, and providing education and training services and related learning support services, including administration and library services.	<ul style="list-style-type: none"> Early Childhood Development Education Administration & Leadership Learner Support & Community Engagement Teaching, Training, & Facilitation
 <p>Energy & Natural Resources</p>	Do you enjoy exploring how energy is produced, delivered, and transformed while protecting the environment and preserving natural resources? This cluster includes careers in renewable and traditional energy, utilities, conservation, ecological research, and resource management, all dedicated to meeting global energy demands responsibly.	<ul style="list-style-type: none"> Clean & Alternative Energy Conservation & Land Management Environmental Protection Ecological Research & Development Resource Extraction Utilities
 <p>Financial Services</p>	Do you like to work with numbers? Do you want to help people plan for their financial futures? This cluster includes careers in financial and investment planning, banking, insurance, and business financial management.	<ul style="list-style-type: none"> Accounting Banking & Credit Financial Strategy & Investments Insurance Real Estate

CAREER CLUSTER	DESCRIPTION	CAREER SUB-CLUSTER
 Healthcare & Human Services	Do you enjoy helping people feel better? Would you like working in a hospital or other medical facility? This cluster includes careers in planning, managing, and providing therapeutic services, diagnostic services, health informatics, support services, and biotechnological research and development.	Behavioral & Mental Health Biotechnology Research & Development Health Data & Administration Personal Care Services Community & Social Services Physical Health
 Hospitality & Tourism	Do you want to help other people enjoy their leisure time? Would you like to work in a hotel or in a restaurant? This cluster includes careers in the management, marketing, and operations of restaurants and other food services, lodging, attractions, recreation events, and travel-related services.	Accommodations Culinary & Food Services Conferences & Events Travel & Leisure
 Management & Entrepreneurship	Are you entrepreneurial? Do you like to plan and organize activities? This cluster includes careers in planning, organizing, directing, and evaluating business functions essential to effective business operations.	Business Information Management Entrepreneurship & Small Business Leadership & Operations Project Management Regulation
 Marketing & Sales	Do you like to sell products or services? Are you friendly and outgoing? This cluster includes careers in planning, managing, and performing marketing activities to reach organizational objectives.	Market Research, Analytics, & Ethics Marketing & Advertising Retail & Customer Experience Strategic Sales
 Public Service & Safety	Are you interested in government and politics? Would you like to help pass law? This cluster includes careers in planning, managing, and providing government services at the federal, state, and local levels; including legislative, administrative, and regulatory services.	Emergency Response Judicial Systems Military & National Security Local, State, & Federal Services Public Safety
 Supply Chain & Transportation	Would you like to fly planes, drive trucks, or pilot ships? Would you enjoy planning roads or power systems? This cluster includes careers in planning, management, and movement of people, materials, and goods by road, pipeline, air, rail, and water as well as related professional and technical-support services, such as transportation-infrastructure planning and management, logistics services, mobile equipment, and facility maintenance.	Air & Space Transportation Ground & Rail Transportation Maintenance & Repair Marine Transportation Planning & Logistics Purchasing & Warehousing

Source: O*NET OnLine onlinetoolsonline.org/find/career

EXPLORING CAREER CLUSTERS



About Overview

Information about career clusters can provide students with valuable insights as they plan their career paths. Career cluster data can help students identify various occupations and explore paths to reach their career goal. This section serves as a comprehensive guide and useful tool in determining a preferred career cluster. Identifying a cluster can help learners make informed decisions regarding education and career choices that can serve as a foundation for a successful and fulfilling career journey.

The following definitions help learners understand the data included in the High-Value Occupations table for each cluster:

- **High-Value Occupation:** High value is defined as high-demand, high-wage occupations that are stable or growing in demand. Occupations with the highest annual openings and median wages that are above \$43,620 are included.
- **Job Zone:** A Job Zone is a group of occupations that are similar in how much education people need to do the work; how much related experience people need to do the work; and how much on-the-job-training people need to do the work. Details on job zones are available on each **Cluster Map**.
- **Interest Matcher:** Identifies the interests most commonly associated for this occupation. For additional details on the Interest Matcher see page 229.
- **Annual Openings:** Measures the yearly number of vacancies of a particular job and is used to estimate the demand of the job.
- **Median Wage:** Represents the midpoint of all salaries within an occupation category.
- **Technology, Knowledge, Skills, and Abilities:** Combines the qualifications an individual needs to perform a specific job.

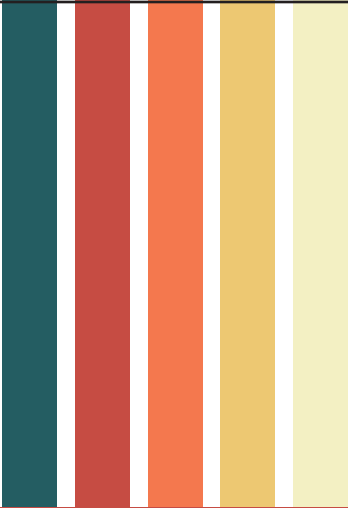
The data presented here can be divide into 3 main sections:

- For each cluster, **core skills** are listed along with a detailed listing of **sub-clusters and the occupations** within them.
- Next, a detailed analysis of the **top 10 High-Value occupations** are outlined and can be evaluated with regards to job description, education required, interest matcher results, demand, wage and employment statistics, technology, knowledge, skills and abilities required for each of these careers. This analysis can provide valuable guidance for career preparedness to both the student and the educator.
- Lastly, a **cluster map** presents occupations within this cluster categorized by educational requirement. The purpose of this map is to assist educators and students in developing awareness of entry and exit points within a career field by assigning occupations to job zones along with information about the wage they pay and their demand in the local market.



Advanced Manufacturing

The Advanced Manufacturing Career Cluster blends innovative technologies and practices to enhance design and production. It covers areas such as engineering, research and development, automation and artificial intelligence, equipment maintenance, safety protocols, and quality control. This Cluster aims to increase efficiency, reduce waste, ensure safety, and produce high-quality goods, driving the industry's growth and adapting to modern demands.



Core Skills

- | | |
|-----------------------|----------------------------------|
| Operation & Control | Quality Control Analysis |
| Repairing | Operation Monitoring |
| Equipment Maintenance | Process Optimization |
| Troubleshooting | Computer-Aided Design (CAD) |
| Equipment Selection | Management of Material Resources |

Sub-Clusters and Occupations



ENGINEERING

Occupation

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Architectural and Engineering Managers • Aerospace Engineers • Mechanical Engineers • Electrical Engineers, All Other • Installation, Maintenance, and Repair Workers, All Other • Industrial Engineers • Physicists • Industrial Engineering Technologists and Technicians • Electrical and Electronics Drafters • Natural Sciences Managers | <ul style="list-style-type: none"> • Statisticians • Chemists • Chemical Technicians • Mechanical Drafters • Precision Instrument and Equipment Repairers, All Other • Chemical Engineers • Chemical Plant and System Operators |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

INDUSTRIAL MACHINERY

Occupation

- | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • First-Line Supervisors Of Mechanics, Installers, and Repairers • Industrial Machinery Mechanics, Mobile Heavy Equipment Mechanics, Except Engines • Electrical and Electronic Engineering Technologists and Technicians • Machinists • Installation, Maintenance, and Repair Workers, All Other | <ul style="list-style-type: none"> • Mechanical Engineering Technologists and Technicians • Medical Equipment Repairers • Electrical and Electronics Repairers, Commercial and Industrial Equipment • Crane and Tower Operators • Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic • Stationary Engineers and Boiler Operators |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|





PRODUCTION & AUTOMATION

Occupation

- First-Line Supervisors Of Production and Operating Workers
- Welders, Cutters, Solderers, and Brazers
- Inspectors, Testers, Sorters, Samplers, and Weighers
- Architectural and Engineering Managers
- Mechanical Engineers
- Electrical Engineers
- Engineers, All Other
- Electrical and Electronic Engineering Technologists and Technicians
- Machinists
- Industrial Production Managers
- Food Cooking Machine Operators and Tenders
- Industrial Engineering Technologists and Technicians
- Mechanical Engineering Technologists and Technicians
- Chemical Equipment Operators and Tenders
- Calibration Technologists and Technicians
- Paper Goods Machine Setters, Operators, and Tenders
- Chemical Technicians
- Mechanical Drafters
- Precision Instrument and Equipment Repairers, All Other
- Metal-Refining Furnace Operators and Tenders
- Chemical Plant and System Operators

ROBOTICS

Occupation

- Electrical and Electronic Engineering Technologists and Technicians
- Electrical and Electronics Drafters

SAFETY & QUALITY ASSURANCE

Occupation

- Inspectors, Testers, Sorters, Samplers, and Weighers
- Occupational Health and Safety Specialists
- Environmental Scientists and Specialists, Including Health
- Electrical and Electronic Engineering Technologists and Technicians
- Hazardous Materials Removal Workers
- Occupational Health and Safety Technicians
- Natural Sciences Managers
- Weighers, Measurers, Checkers, and Samplers, Recordkeeping
- Calibration Technologists and Technicians

DID YOU KNOW?

On the job, a Machinist would: Calculate dimensions or tolerances, using instruments, such as micrometers or vernier calipers.

Machine parts to specifications, using machine tools, such as lathes, milling machines, shapers, or grinders.

Measure, examine, or test completed units to check for defects and ensure conformance to specifications, using precision instruments, such as micrometers.

Source: P2C Career Explorer, engage.pathway2careers.com





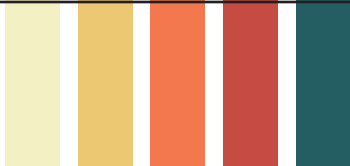
Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
First-Line Supervisors Of Mechanics, Installers, and Repairers	Industrial Machinery	Directly supervise and coordinate the activities of mechanics, installers, and repairers. May also advise customers on recommended services. Excludes team or work leaders.	3	ECR	315	\$35.42	\$73,680
Industrial Machinery Mechanics	Industrial Machinery	Repair, install, adjust, or maintain industrial production and processing machinery or refinery and pipeline distribution systems. May also install, dismantle, or move machinery and heavy equipment according to plans.	3	RIC	289	\$28.57	\$59,420
First-Line Supervisors Of Production and Operating Workers	Production & Automation	Directly supervise and coordinate the activities of production and operating workers, such as inspectors, precision workers, machine setters and operators, assemblers, fabricators, and plant and system operators. Excludes team or work leaders.	3	ERC	284	\$29.68	\$61,740





Technology Knowledge Skills Abilities

Enterprise resource planning ERP software
Microsoft Dynamics; SAP software

Presentation software
Microsoft PowerPoint

Data base user interface and query software
Microsoft Access; Yardi software

Business
management; customer service

Engineering and Technology
mechanical

Arts and Humanities
English language

Math and Science
arithmetic, algebra, geometry, calculus, or statistics

Basic Skills
keeping track of how well people and/or groups are doing in order to make improvements; talking to others

People and Technology Systems
thinking about the pros and cons of different options and picking the best one; figuring out how a system should work and how changes in the future will affect it

Resource Management
selecting and managing the best workers for a job; managing your time and the time of other people

Verbal
communicate by speaking; listen and understand what people say

Ideas and Logic
make general rules or come up with answers from lots of detailed information; use rules to solve problems

Hearing and Speech
recognize spoken words; speak clearly

Visual Understanding
see hidden patterns

Spreadsheet software
Microsoft Excel

Presentation software
Microsoft PowerPoint

Industrial control software
KEYENCE PLC Ladder Logic; Supervisory control and data acquisition SCADA software

Engineering and Technology
mechanical; product and service development

Arts and Humanities
English language

Manufactured or Agricultural Goods
manufacture and distribution of products

Math and Science
arithmetic, algebra, geometry, calculus, or statistics

Basic Skills
thinking about the pros and cons of different ways to solve a problem; figuring out how to use new ideas or things

Technical
figuring out what is causing equipment, machines, wiring, or computer programs to not work; planning and doing the basic maintenance on equipment

Problem Solving
noticing a problem and figuring out the best way to solve it

Hand and Finger Use
hold or move items with your hands; put together small parts with your fingers

Controlled Movement
quickly change the controls of a machine, car, truck or boat; use your arms and/or legs together while sitting, standing, or lying down

Ideas and Logic
notice when problems happen; order or arrange things

Hearing and Speech
tell the difference between sounds

Enterprise resource planning ERP software
Oracle JD Edwards
EnterpriseOne; SAP software

Presentation software
Microsoft PowerPoint

Electronic mail software
Email software; Microsoft Outlook

Manufactured or Agricultural Goods
manufacture and distribution of products

Business
management; human resources (HR)

Arts and Humanities
English language

Engineering and Technology
computers and electronics

Basic Skills
listening to others, not interrupting, and asking good questions; talking to others

People and Technology Systems
thinking about the pros and cons of different options and picking the best one; figuring out how a system should work and how changes in the future will affect it

Social
changing what is done based on other people's actions; understanding people's reactions

Verbal
communicate by speaking; listen and understand what people say

Ideas and Logic
notice when problems happen; use rules to solve problems





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Welders, Cutters, Solderers, and Brazers	Production & Automation	Use hand-welding, flame-cutting, hand-soldering, or brazing equipment to weld or join metal components or to fill holes, indentations, or seams of fabricated metal products.	2	RCI	280	\$25.22	\$52,460
Inspectors, Testers, Sorters, Samplers, and Weighers	Production & Automation; Safety & Quality Assurance	Inspect, test, sort, sample, or weigh nonagricultural raw materials or processed, machined, fabricated, or assembled parts or products for defects, wear, and deviations from specifications. May use precision measuring instruments and complex test equipment.	2	CR	205	\$23.32	\$48,510
Architectural and Engineering Managers	Engineering; Production & Automation	Plan, direct, or coordinate activities in such fields as architecture and engineering or research and development in these fields.	5	ERI	139	\$103.72	\$215,730
Aerospace Engineers	Engineering	Perform engineering duties in designing, constructing, and testing aircraft, missiles, and spacecraft. May conduct basic and applied research to evaluate adaptability of materials and equipment to aircraft design and manufacture. May recommend improvements in testing equipment and techniques.	4	IR	134	\$67.20	\$139,770





Technology	Knowledge	Skills	Abilities
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Electronic mail software
IBM Notes; Microsoft Outlook

Analytical or scientific software
Scientific Software Group
Filter Drain FD; Value Analysis

Data base user interface and query software
Oracle Database;
Recordkeeping software

Manufactured or Agricultural Goods
manufacture and distribution of products

Engineering and Technology
mechanical

Basic Skills
keeping track of how well people and/or groups are doing in order to make improvements

Problem Solving
noticing a problem and figuring out the best way to solve it

Hand and Finger Use
keep your arm or hand steady; put together small parts with your fingers

Ideas and Logic
notice when problems happen; use rules to solve problems

Computer aided design CAD software
Autodesk AutoCAD

Dassault Systemes SolidWorks
Desktop communications software

Skype
Analytical or scientific software

Minitab
The MathWorks MATLAB

Manufactured or Agricultural Goods
manufacture and distribution of products

Arts and Humanities
English language

Business
customer service
Engineering and Technology
mechanical

Basic Skills
thinking about the pros and cons of different ways to solve a problem

writing things for co-workers or customers
Problem Solving

noticing a problem and figuring out the best way to solve it

Verbal
communicate by speaking

listen and understand what people say
Hand and Finger Use

hold or move items with your hands
keep your arm or hand steady

Data base management system software
Amazon DynamoDB; Apache Hive

Presentation software
Microsoft PowerPoint

Computer aided design CAD software
Autodesk AutoCAD Civil 3D;
Autodesk Revit

Engineering and Technology
design; product and service development

Math and Science
arithmetic, algebra, geometry, calculus, or statistics; physics

Arts and Humanities
English language
Business management

Basic Skills
reading work related information; listening to others, not interrupting, and asking good questions

Problem Solving
noticing a problem and figuring out the best way to solve it

People and Technology Systems
thinking about the pros and cons of different options and picking the best one; figuring out how a system should work and how changes in the future will affect it

Verbal
read and understand what is written; communicate by speaking

Ideas and Logic
make general rules or come up with answers from lots of detailed information; notice when problems happen

Math
choose the right type of math to solve a problem; add, subtract, multiply, or divide

Analytical or scientific software
The MathWorks MATLAB;
Wolfram Research
Mathematica

Presentation software
Microsoft PowerPoint

Development environment software
C; Microsoft Visual Studio

Engineering and Technology
product and service development; design

Math and Science
arithmetic, algebra, geometry, calculus, or statistics; physics

Arts and Humanities
English language

Manufactured or Agricultural Goods
manufacture and distribution of products

Basic Skills
thinking about the pros and cons of different ways to solve a problem; reading work related information

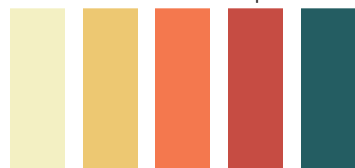
Problem Solving
noticing a problem and figuring out the best way to solve it

People and Technology Systems
thinking about the pros and cons of different options and picking the best one; measuring how well a system is working and how to improve it

Verbal
read and understand what is written; communicate by speaking

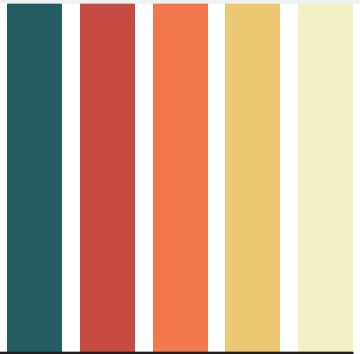
Ideas and Logic
make general rules or come up with answers from lots of detailed information; notice when problems happen

Math
choose the right type of math to solve a problem; add, subtract, multiply, or divide





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Mobile Heavy Equipment Mechanics, Except Engines	Industrial Machinery	Diagnose, adjust, repair, or overhaul mobile mechanical, hydraulic, and pneumatic equipment, such as cranes, bulldozers, graders, and conveyors, used in construction, logging, and mining.	3	RC	129	\$29.36	\$61,080
Occupational Health and Safety Specialists	Safety & Quality Assurance	Review, evaluate, and analyze work environments and design programs and procedures to control, eliminate, and prevent disease or injury caused by chemical, physical, and biological agents or ergonomic factors. May conduct inspections and enforce adherence to laws and regulations governing the health and safety of individuals. May be employed in the public or private sector.	4	IC	127	\$38.38	\$79,820
Mechanical Engineers	Engineering; Production & Automation	Perform engineering duties in planning and designing tools, engines, machines, and other mechanically functioning equipment. Oversee installation, operation, maintenance, and repair of equipment such as centralized heat, gas, water, and steam systems.	4	IRC	125	\$68.02	\$141,490



Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology	Knowledge	Skills	Abilities
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<p>Spreadsheet software Microsoft Excel</p> <p>Data base user interface and query software Database software; Recordkeeping software</p> <p>Electronic mail software Microsoft Outlook</p>	<p>Engineering and Technology mechanical; computers and electronics</p> <p>Business customer service</p> <p>Math and Science arithmetic, algebra, geometry, calculus, or statistics Safety and Government public safety and security</p>	<p>Basic Skills thinking about the pros and cons of different ways to solve a problem; reading work related information</p> <p>Problem Solving noticing a problem and figuring out the best way to solve it</p> <p>Technical figuring out what is causing equipment, machines, wiring, or computer programs to not work; repairing machines or systems using the right tools</p>	<p>Hand and Finger Use hold or move items with your hands; put together small parts with your fingers</p> <p>Controlled Movement quickly change the controls of a machine, car, truck or boat; use your arms and/or legs together while sitting, standing, or lying down</p> <p>Ideas and Logic notice when problems happen; order or arrange things Visual Understanding quickly compare groups of letters, numbers, pictures, or other things</p>
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<p>Data base user interface and query software EcoLogic ADAM Indoor Air Quality and Analytical Data Management; Microsoft Access</p> <p>Presentation software Microsoft PowerPoint</p> <p>Compliance software ESS Compliance Suite; Primatech AUDITWorks</p>	<p>Arts and Humanities English language</p> <p>Math and Science chemistry arithmetic, algebra, geometry, calculus, or statistics Education and Training teaching and course design Business</p> <p>customer service</p>	<p>Basic Skills listening to others, not interrupting, and asking good questions reading work related information People and Technology Systems figuring out how a system should work and how changes in the future will affect it measuring how well a system is working and how to improve it</p> <p>Problem Solving noticing a problem and figuring out the best way to solve it</p>	<p>Verbal communicate by speaking listen and understand what people say Ideas and Logic make general rules or come up with answers from lots of detailed information notice when problems happen Visual Understanding see hidden patterns quickly compare groups of letters, numbers, pictures, or other things</p> <p>Math choose the right type of math to solve a problem</p>
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<p>Analytical or scientific software Minitab; The MathWorks MATLAB</p> <p>Instant messaging software Blink</p> <p>Computer aided design CAD software Autodesk AutoCAD Civil 3D; Autodesk Revit</p>	<p>Engineering and Technology design product and service development Manufactured or Agricultural Goods</p> <p>manufacture and distribution of products Arts and Humanities English language Math and Science arithmetic, algebra, geometry, calculus, or statistics</p>	<p>Basic Skills listening to others, not interrupting, and asking good questions reading work related information Problem Solving noticing a problem and figuring out the best way to solve it People and Technology Systems thinking about the pros and cons of different options and picking the best one figuring out how a system should work and how changes in the future will affect it</p>	<p>Verbal communicate by speaking listen and understand what people say Ideas and Logic make general rules or come up with answers from lots of detailed information notice when problems happen Math choose the right type of math to solve a problem add, subtract, multiply, or divide Visual Understanding see hidden patterns</p>
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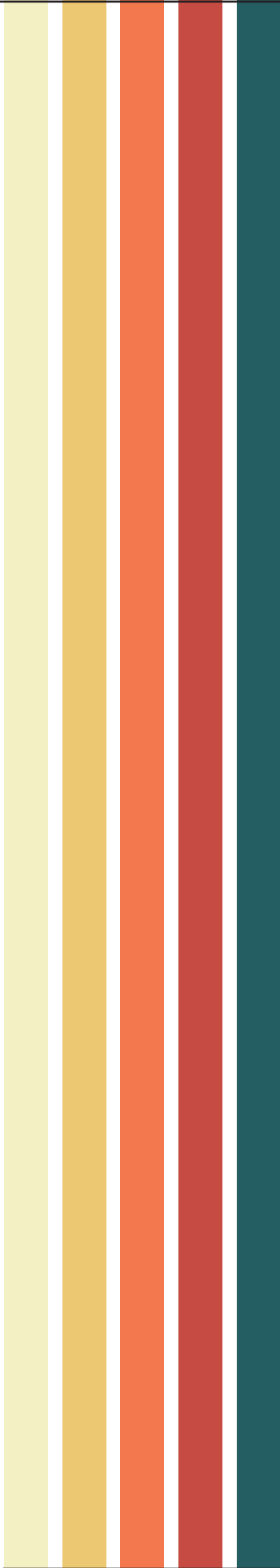
Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Laundry and Dry-Cleaning Workers Annual Openings = 219 Median Wage = \$29,990	★Welders, Cutters, Solderers, and Brazers Annual Openings = 280 Median Wage = \$52,460	★First-Line Supervisors Of Mechanics, Installers, and Repairers Annual Openings = 315 Median Wage = \$73,680	★Aerospace Engineers Annual Openings = 134 Median Wage = \$139,770	★Architectural and Engineering Managers Annual Openings = 139 Median Wage = \$215,730
Sewing Machine Operators Annual Openings = 29 Median Wage = \$34,230	★Inspectors, Testers, Sorters, Samplers, and Weighers Annual Openings = 205 Median Wage = \$48,510	★Industrial Machinery Mechanics Annual Openings = 289 Median Wage = \$59,420	★Occupational Health and Safety Specialists Annual Openings = 127 Median Wage = \$79,820	★Physicists Annual Openings = 60 Median Wage = \$175,960
Pressers, Textile, Garment, and Related Materials Annual Openings = 12 Median Wage = \$28,730	★Installation, Maintenance, and Repair Workers, All Other Annual Openings = 74 Median Wage = \$48,980	★First-Line Supervisors Of Production and Operating Workers Annual Openings = 284 Median Wage = \$61,740	★Mechanical Engineers Annual Openings = 125 Median Wage = \$141,490	★Natural Sciences Managers Annual Openings = 30 Median Wage = \$118,600
Few occupations require the education level of this zone.	★Food Cooking Machine Operators and Tenders Annual Openings = 45 Median Wage = \$47,250	★Mobile Heavy Equipment Mechanics, Except Engines Annual Openings = 129 Median Wage = \$61,080	★Environmental Scientists and Specialists, Including Health Annual Openings = 123 Median Wage = \$79,250	★Statisticians Annual Openings = 30 Median Wage = \$86,310
	★Weighers, Measurers, Checkers, and Samplers, Recordkeeping Annual Openings = 30 Median Wage = \$48,520		☑Electrical Engineers Annual Openings = 114 Median Wage = \$143,850	Few occupations require the education level of this zone.

Data Sources

Aligned with O*NET job zone classification system

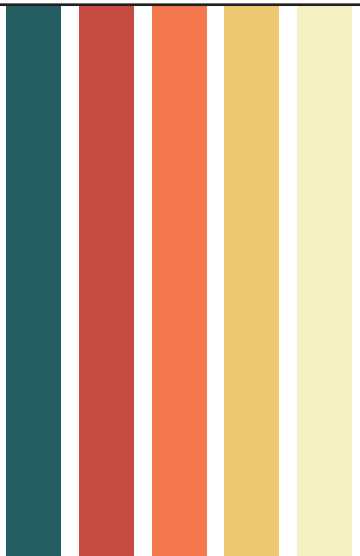


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Agriculture

The Agriculture Career Cluster concentrates on scientific advancement of agriscience, cultivation, processing, and distribution of agricultural products, employing advanced technologies and sustainable practices to optimize global food systems. This Cluster also supports other plant- and animal-based industries including regenerative agriculture, sustainable logging, and fisheries. This Cluster has meaningful connections with the Energy and Natural Resources Cluster, highlighting a symbiotic relationship that emphasizes stewardship and resilient communities.



Core Skills

- | | |
|-----------------------|-----------------------------------|
| Operation & Control | Equipment Use |
| Repairing | Science-Operation Monitoring |
| Equipment Maintenance | Quality Control Analysis |
| Troubleshooting | Management of Material Resources |
| Precision | Management of Personnel Resources |

Sub-Clusters and Occupations

AGRIBUSINESS

- First-Line Supervisors Of Farming, Fishing, and Forestry Workers

AGRICULTURAL TECHNOLOGY & AUTOMATION

- Farm Equipment Mechanics and Service Technicians

ANIMAL SYSTEMS

- First-Line Supervisors Of Farming, Fishing, and Forestry Workers
- Biological Scientists, All Other
- Veterinarians





FOOD SCIENCE & PROCESSING

Occupation

- First-Line Supervisors Of Farming, Fishing, and Forestry Workers
- Food Science Technicians
- Agricultural Inspectors
- Food Scientists and Technologists

PLANT SYSTEMS

Occupation

- Architectural and Engineering Managers
- Engineers, All Other
- First-Line Supervisors Of Farming, Fishing, and Forestry Workers
- Biological Scientists, All Other
- Soil and Plant Scientists
- Chemical Engineers

WATER SYSTEMS

Occupation

- First-Line Supervisors Of Farming, Fishing, and Forestry Workers
- Biological Scientists, All Other
- Farm Equipment Mechanics and Service Technicians
- Environmental Engineering Technologists and Technicians
- Hydrologists

DID YOU KNOW?

On the job, a Zoologist & Wildlife Biologist would: Develop, or make recommendations on, management systems and plans for wildlife populations and habitat, consulting with stakeholders and the public at large to explore options.

Inventory or estimate plant and wildlife populations.

Inform and respond to public regarding wildlife and conservation issues, such as plant identification, hunting ordinances, and nuisance wildlife.

Source: P2C Career Explorer, engage.pathway2careers.com

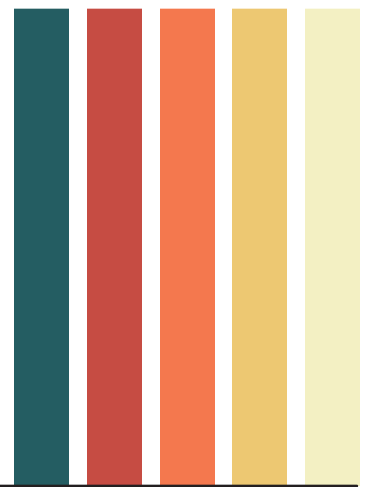




Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Architectural and Engineering Managers	Plant Systems	Plan, direct, or coordinate activities in such fields as architecture and engineering or research and development in these fields.	5	ERI	139	\$103.72	\$215,730
First-Line Supervisors Of Farming, Fishing, and Forestry Workers	Agribusiness; Animal Systems; Food Science & Processing; Plant Systems; Water Systems	Directly supervise and coordinate the activities of agricultural, forestry, aquacultural, and related workers.	3	ERC	61	\$25.92	\$53,910
Food Science Technicians	Food Science & Processing	Work with food scientists or technologists to perform standardized qualitative and quantitative tests to determine physical or chemical properties of food or beverage products. Includes technicians who assist in research and development of production technology, quality control, packaging, processing, and use of foods.	3	RIC	32	\$21.15	\$43,990





Technology

Knowledge

Skills

Abilities

Data base management system software

Amazon DynamoDB; Apache Hive

Presentation software

Microsoft PowerPoint

Computer aided design CAD software

Autodesk AutoCAD Civil 3D; Autodesk Revit

Engineering and Technology

design; product and service development

Math and Science

arithmetic, algebra, geometry, calculus, or statistics; physics

Arts and Humanities

English language
Business management

Basic Skills

reading work related information; listening to others, not interrupting, and asking good questions

Problem Solving

noticing a problem and figuring out the best way to solve it

People and Technology Systems

thinking about the pros and cons of different options and picking the best one; figuring out how a system should work and how changes in the future will affect it

Verbal

read and understand what is written; communicate by speaking

Ideas and Logic

make general rules or come up with answers from lots of detailed information; notice when problems happen

Math

choose the right type of math to solve a problem; add, subtract, multiply, or divide

Spreadsheet software

Microsoft Excel

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Database software; Valley Agricultural Software DairyCOMP 305

Business

Management; Customer service

Manufactured or Agricultural Goods

Manufacture and distribution of products; food production

Arts and Humanities

English language
Engineering and Technology mechanical

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Keeping track of how well people and/or groups are doing in order to make improvements

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Changing what is done based on other people's actions; teaching people how to do something

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Notice when problems happen; Group things in different ways

Data base user interface and query software

Microsoft Access; Microsoft SQL Server

Presentation software

Microsoft PowerPoint

Electronic mail software

IBM Lotus Notes; Microsoft Outlook

Manufactured or Agricultural Goods

Food production; Manufacture and distribution of products

Arts and Humanities

English language

Math and Science

Chemistry; Biology
Engineering and Technology
Computers and electronics

Basic Skills

Reading work related information; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

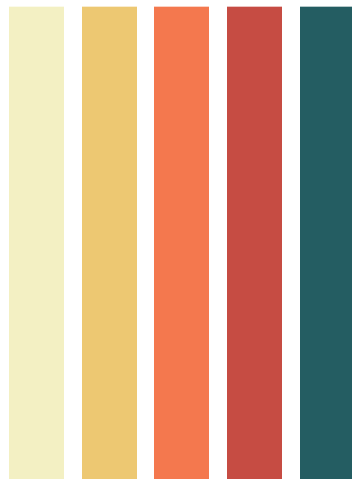
Communicate by speaking; Communicate by writing

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Use rules to solve problems

Math

Add, subtract, multiply, or divide; Choose the right type of math to solve a problem





AGRICULTURE

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Veterinarians	Animal Systems	Diagnose, treat, or research diseases and injuries of animals. Includes veterinarians who conduct research and development, inspect livestock, or care for pets and companion animals.	5	IR	20	\$60.92	\$126,710
Agricultural Inspectors	Food Science & Processing	Inspect agricultural commodities, processing equipment, and facilities, and fish and logging operations, to ensure compliance with regulations and laws governing health, quality, and safety.	2	RCI	19	\$25.22	\$52,460
Farm Equipment Mechanics and Service Technicians	Agricultural Technology & Automation; Water Systems	Diagnose, adjust, repair, or overhaul farm machinery and vehicles, such as tractors, harvesters, dairy equipment, and irrigation systems.	3	RCI	16	\$23.42	\$48,710
Environmental Engineering Technologists and Technicians	Water Systems	Apply theory and principles of environmental engineering to modify, test, and operate equipment and devices used in the prevention, control, and remediation of environmental problems, including waste treatment and site remediation, under the direction of engineering staff or scientists. May assist in the development of environmental remediation devices.	4	RIC	10	\$37.24	\$77,460



Technology	Knowledge	Skills	Abilities
<p>Data base user interface and query software IDEXX Laboratories IDEXX VPM; Microsoft Access</p> <p>Presentation software Microsoft PowerPoint</p> <p>Medical software American Data Systems PAWS Veterinary Practice Management Vetport</p>	<p>Health Medicine and dentistry</p> <p>Math and Science Biology; Arithmetic, algebra, geometry, calculus, or statistics</p> <p>Business Customer service; Human resources (HR) Arts and Humanities English language</p>	<p>Basic Skills Listening to others, not interrupting, and asking good questions reading work related information</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p> <p>People and Technology Systems Thinking about the pros and cons of different options and picking the best one; Measuring how well a system is working and how to improve it</p>	<p>Verbal Communicate by speaking; Listen and understand what people say</p> <p>Ideas and Logic Make general rules or come up with answers from lots of detailed information; Notice when problems happen</p> <p>Math Choose the right type of math to solve a problem; Add, subtract, multiply, or divide</p> <p>Hand and Finger Use Put together small parts with your fingers</p>
<p>Spreadsheet software Microsoft Excel</p> <p>Presentation software Microsoft PowerPoint</p> <p>Electronic mail software Microsoft Outlook</p>	<p>Business Customer service; Management</p> <p>Safety and Government Law and government; Public safety and security</p> <p>Math and Science Arithmetic, algebra, geometry, calculus, or statistics Arts and Humanities English language</p>	<p>Basic Skills Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions</p> <p>People and Technology Systems Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p>	<p>Verbal Listen and understand what people say; Communicate by speaking</p> <p>Ideas and Logic Notice when problems happen; Make general rules or come up with answers from lots of detailed information</p> <p>Visual Understanding See hidden patterns; Quickly compare groups of letters, numbers, pictures, or other things</p>
<p>Spreadsheet software Microsoft Excel</p> <p>Data base user interface and query software FarmLogic FarmPAD; ServiceMax</p> <p>Electronic mail software Microsoft Outlook</p>	<p>Engineering and Technology Mechanical; Computers and electronics</p> <p>Business Customer service</p> <p>Arts and Humanities English language Math and Science Arithmetic, algebra, geometry, calculus, or statistics</p>	<p>Basic Skills Thinking about the pros and cons of different ways to solve a problem; Keeping track of how well people and/or groups are doing in order to make improvements</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p> <p>Technical Planning and doing the basic maintenance on equipment; Repairing machines or systems using the right tools</p>	<p>Hand and Finger Use Hold or move items with your hands; Put together small parts with your fingers</p> <p>Controlled Movement Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down</p> <p>Ideas and Logic Notice when problems happen; Use rules to solve problems</p> <p>Verbal Listen and understand what people say</p>
<p>Analytical or scientific software Statistical software; The MathWorks MATLAB</p> <p>Presentation software Microsoft PowerPoint</p> <p>Compliance software Material safety data sheet MSDS software; Waste management software</p>	<p>Engineering and Technology Product and service development; Mechanical</p> <p>Business Customer service</p> <p>Math and Science Arithmetic, algebra, geometry, calculus, or statistics; Chemistry Arts and Humanities English language</p>	<p>Basic Skills Listening to others, not interrupting, and asking good questions; Reading work related information</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p> <p>People and Technology Systems Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it</p>	<p>Verbal Read and understand what is written; Communicate by speaking</p> <p>Ideas and Logic Make general rules or come up with answers from lots of detailed information; Use rules to solve problems</p> <p>Attention Pay attention to something without being distracted</p> <p>Math Add, subtract, multiply, or divide</p>



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Soil and Plant Scientists	Plant Systems	Conduct research in breeding, physiology, production, yield, and management of crops and agricultural plants or trees, shrubs, and nursery stock, their growth in soils, and control of pests; or study the chemical, physical, biological, and mineralogical composition of soils as they relate to plant or crop growth. May classify and map soils and investigate effects of alternative practices on soil and crop productivity.	5	IR	10	\$31.60	\$65,730
Hydrologists	Water Systems	Research the distribution, circulation, and physical properties of underground and surface waters; and study the form and intensity of precipitation and its rate of infiltration into the soil, movement through the earth, and return to the ocean and atmosphere.	5	IR	7	\$46.47	\$96,660
Chemical Engineers	Plant Systems	Design chemical plant equipment and devise processes for manufacturing chemicals and products, such as gasoline, synthetic rubber, plastics, detergents, cement, paper, and pulp, by applying principles and technology of chemistry, physics, and engineering.	4	IR	6	\$70.81	\$147,290

Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology

Knowledge

Skills

Abilities

Analytical or scientific software

STATISTICA; Water Erosion Prediction Project WEPP

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Microsoft Access; SoilVision Systems SVOFFICE

Math and Science

biology; chemistry

Arts and Humanities

English language

Engineering and Technology

computers and electronics; product and service development

Education and Training

teaching and course design

Basic Skills

figuring out how to use new ideas or things; reading work related information

Problem Solving

noticing a problem and figuring out the best way to solve it

People and Technology Systems

thinking about the pros and cons of different options and picking the best one; figuring out how a system should work and how changes in the future will affect it

Verbal

communicate by speaking; communicate by writing

Ideas and Logic

group things in different ways; make general rules or come up with answers from lots of detailed information

Math

add, subtract, multiply, or divide; choose the right type of math to solve a problem
Visual Understanding
see hidden patterns

Analytical or scientific software

Data visualization software; The MathWorks MATLAB

Presentation software

EnviroInsite; Microsoft PowerPoint

Data base user interface and query software

Microsoft Access; Structure query language SQL

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics; Physics

Engineering and Technology

Product and service development; Computers and electronics

Arts and Humanities

English language

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Communicate by speaking communicate by writing

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide
Visual Understanding-
See hidden patterns

Analytical or scientific software

Minitab; The MathWorks MATLAB

Presentation software;

Microsoft PowerPoint

Computer aided design CAD

software Autodesk AutoCAD;

Dassault Systems CATIA

Engineering and Technology

Productandservicedevelopmentdesign

Math and Science

Chemistry; Arithmetic, algebra, geometry, calculus, or statistics

Manufactured or Agricultural Goods

Manufacture and distribution of products

Arts and Humanities

English language

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Using scientific rules and strategies to solve problems

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Figuring out how a system should work and how changes in the future will affect it; Measuring how well a system is working and how to improve it

Ideas and Logic

Group things in different ways; Make general rules or come up with answers from lots of detailed information

Verbal

Communicate by speaking; Listen and understand what people say

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide
Visual Understanding
See hidden patterns



Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Farmworkers and Laborers, Crop, Nursery, and Greenhouse Annual Openings = 44 Median Wage = \$36,130	★ Farmworkers, Farm, Ranch, and Aquacultural Animals Annual Openings = 29 Median Wage = \$46,320	★ First-Line Supervisors Of Farming, Fishing, and Forestry Workers Annual Openings = 8 Median Wage = \$53,900	★ Biological Scientists, All Other Annual Openings = 21 Median Wage = \$82,220	★ Veterinarians Annual Openings = 15 Median Wage = \$126,530
Agriculture Equipment Operators Annual Openings = 8 Median Wage = \$36,510	★ Pesticide Handlers, Sprayers, and Applicators, Vegetation Annual Openings = 3 Median Wage = \$64,510	Veterinary Technologists and Technicians Annual Openings = 86 Median Wage = \$39,870	★ Engineers, All Other Annual Openings = 16 Median Wage = \$126,460	★ Architectural and Engineering Managers Annual Openings = 13 Median Wage = \$162,710
Meat, Poultry, and Fish Cutters and Trimmers Annual Openings = 3 Median Wage = \$40,430	Veterinary Assistants and Laboratory Animal Caretakers Annual Openings = 73 Median Wage = \$35,210		★ Environmental Engineering Technologists and Technicians Annual Openings = 2 Median Wage = \$64,170	★ Economists Annual Openings = 4 Median Wage = \$88,550
	Butchers and Meat Cutters Annual Openings = 33 Median Wage = \$37,640		Farmers, Ranchers, and Other Agricultural Managers Annual Openings = 42 Median Wage = \$0	★ Hydrologists Annual Openings = 1 Median Wage = \$89,070
	Animal Control Workers Annual Openings = 12 Median Wage = \$35,570		Foresters Annual Openings = 3 Median Wage = \$67,950	★ Soil and Plant Scientists Annual Openings = 1 Median Wage = \$77,250
	Forest and Conservation Workers Annual Openings = 8 Median Wage = \$36,460			

Data Sources

Aligned with O*NET job zone classification system

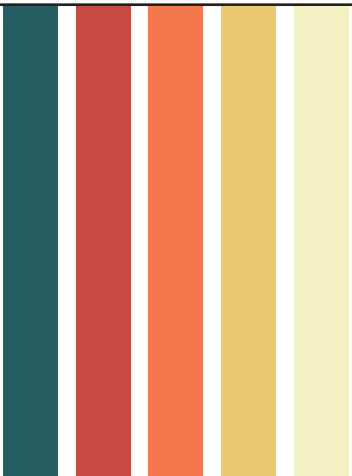


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Arts, Entertainment, & Design

The Arts, Entertainment, & Design Career Cluster combines creative roles in visual and performing arts, film, journalism, fashion, interior design, and creative technologies. This Cluster focuses on creating, producing, and sharing artistic and design work across multiple platforms, aiming to entertain, inform, beautify, and inspire.



Core Skills

Technology Design

Creative Direction

Branding

Installation

Operations Analysis

Digital Collaboration Tools

Reading Comprehension

Coordination

Active Learning/Listening

Communication

Sub-Clusters and Occupations

DESIGN & DIGITAL ARTS

Occupation

- Managers, All Other
- Software Developers
- Graphic Designers

- Web and Digital Interface Designers
- Film and Video Editors
- Special Effects Artists and Animators

FASHION & INTERIORS

Occupation

- Architectural and Engineering Managers
- Interior Designers

FINE ARTS

Occupation

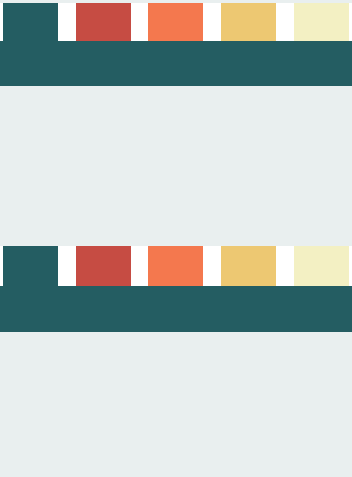
- Curators
- Art Directors

LIGHTING & SOUND TECHNOLOGY

Occupation

- Audio and Video Technicians
- Audiovisual Equipment Installers and Repairers
- Media and Communication Equipment Workers, All Other

- Sound Engineering Technicians
- Lighting Technicians





MEDIA PRODUCTION & BROADCASTING

Occupation

- Camera Operators, Television, Video, and Film
- Technical Writers
- Writers and Authors
- News Analysts, Reporters, and Journalists
- Film and Video Editors
- Broadcast Technicians
- Fundraising Managers
- Music Directors and Composers
- Media and Communication Workers, All Other

PERFORMING ARTS

Occupation

- Musicians and Singers
- Set and Exhibit Designers
- Personal Service Managers, All Other
- Artists and Related Workers, All Other

DID YOU KNOW?

On the job, a Graphic Designer would: Key information into computer equipment to create layouts for client or supervisor.

Review final layouts and suggest improvements, as needed.

Determine size and arrangement of illustrative material and copy, and select style and size of type.

Source: P2C Career Explorer, engage.pathway2careers.com

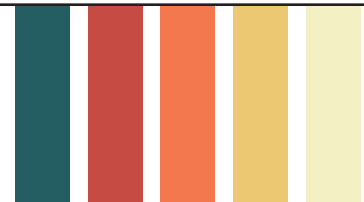


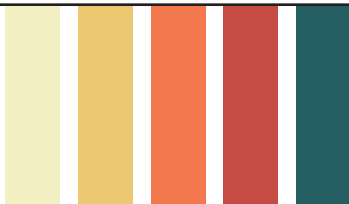


Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Software Developers	Design & Digital Arts	Research, design, and develop computer and network software or specialized utility programs. Analyze user needs and develop software solutions, applying principles and techniques of computer science, engineering, and mathematical analysis. Update software or enhance existing software capabilities. May work with computer hardware engineers to integrate hardware and software systems, and develop specifications and performance requirements. May maintain databases within an application area, working individually or coordinating database development as part of a team.	4	ICR	391	\$58.09	\$120,820
Architectural and Engineering Managers	Fashion & Interiors	Plan, direct, or coordinate activities in such fields as architecture and engineering or research and development in these fields.	5	ERI	139	\$103.72	\$215,730
Graphic Designers	Design & Digital Arts	Design or create graphics to meet specific commercial or promotional needs, such as packaging, displays, or logos. May use a variety of mediums to achieve artistic or decorative effects.	4	ARE	123	\$27.78	\$57,780





Technology	Knowledge	Skills	Abilities
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Development environment software

Oracle Java 2 Platform Enterprise Edition J2EE; Oracle SQL Developer
 Data base user interface and query software
 Blackboard software; GraphQL
 Object or component oriented development software
 Apache Spark; TypeScript

Engineering and Technology

Computers and electronics
Business
 Customer service
Math and Science
 Arithmetic, algebra, geometry, calculus, or statistics
 Arts and Humanities
 English language

Basic Skills

Thinking about the pros and cons of different ways to solve a problem;
 Figuring out how to use new ideas or things

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Data base management system software

Amazon DynamoDB; Apache Hive
 Presentation software
 Microsoft PowerPoint
 Computer aided design CAD software
 Autodesk AutoCAD Civil 3D;
 Autodesk Revit

Engineering and Technology

Design; Product and service development
Math and Science
 Arithmetic, algebra, geometry, calculus, or statistics; Physics
Arts and Humanities
 English language
 Business
 Management

Basic Skills

Reading work related information;
 Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Read and understand what is written; Communicate by speaking

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide

Web platform development software

AJAX; Oracle JavaServer Pages
 JSP
 Video creation and editing software
 Adobe Systems Adobe After Effects; YouTube
 Computer aided design CAD software
 Autodesk AutoCAD Civil 3D;
 Autodesk Revit

Engineering and Technology

Design; Computers and electronics
Arts and Humanities
 Music, dance, visual arts, drama, or sculpture; English language
Communications
 Multimedia
 Business
 Sales and marketing

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Changing what is done based on other people's actions; understanding people's reactions

Verbal

Read and understand what is written; Listen and understand what people say

Ideas and Logic

Create new and original ideas; Come up with lots of ideas





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Producers and Directors	Media Production & Broadcasting	Produce or direct stage, television, radio, video, or film productions for entertainment, information, or instruction. Responsible for creative decisions, such as interpretation of script, choice of actors or guests, set design, sound, special effects, and choreography.	4	EAS	73	\$31.72	\$65,980
Camera Operators, Television, Video, and Film	Media Production & Broadcasting	Operate television, video, or film camera to record images or scenes for television, video, or film productions.	3	RA	56	\$22.32	\$46,420
Musicians and Singers	Performing Arts	Play one or more musical instruments or sing. May perform on stage, for broadcasting, or for sound or video recording.	4	AES	49	\$42.96	n/a
Audio and Video Technicians	Lighting & Sound Technology	Set up, maintain, and dismantle audio and video equipment, such as microphones, sound speakers, connecting wires and cables, sound and mixing boards, video cameras, video monitors and servers, and related electronic equipment for live or recorded events, such as concerts, meetings, conventions, presentations, podcasts, news conferences, and sporting events.	3	RIC	47	\$23.18	\$48,210



Technology

Knowledge

Skills

Abilities

Video creation and editing software

Adobe Systems Adobe After Effects; YouTube

Web page creation and editing software

Facebook; LinkedIn

Music or sound editing software

Adobe Systems Adobe Audition; Magix Vegas Pro

Communications

Multimedia; Telecommunications

Arts and Humanities

English language

Engineering and Technology

Computers and electronics

Business

Management

Basic Skills

Listening to others, not interrupting, and asking good questions; Keeping track of how well people and/or groups are doing in order to make improvements

People and Technology Systems

Figuring out how a system should work and how changes in the future will affect it; Thinking about the pros and cons of different options and picking the best one

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Use rules to solve problems; Notice when problems happen

Visual Understanding

See hidden patterns; Quickly know what you are looking at

Attention

Do two or more things at the same time

Video creation and editing software

TikTok; YouTube

Graphics or photo imaging software

Adobe Creative Cloud software; Adobe Illustrator

Analytical or scientific software

Litchi; Pix4D Pix4Dcapture

Arts and Humanities

English language

Engineering and Technology

Computers and electronics

Communications

Multimedia; Telecommunications

Basic Skills

Listening to others, not interrupting, and asking good questions; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

Ideas and Logic

Notice when problems happen; Order or arrange things

Verbal

Communicate by speaking; Listen and understand what people say

Hand and Finger Use

Keep your arm or hand steady; Hold or move items with your hands

Attention

Pay attention to something without being distracted

Web page creation and editing software

Facebook; Instagram

Video creation and editing software

YouTube

Music or sound editing software

Avid Technology Pro Tools; iZotope Ozone

Arts and Humanities

Music, dance, visual arts, drama, or sculpture; English language

Communications

Multimedia

Basic Skills

Talking to others; Keeping track of how well people and/or groups are doing in order to make improvements

Social

Understanding people's reactions; Changing what is done based on other people's actions

Verbal

Communicate by speaking; Listen and understand what people say

Memory

Remember words, numbers, pictures, or steps

Hearing and Speech

Tell the difference between sounds; Pay attention to one sound while there are other distracting sounds

Visual Understanding

Quickly know what you are looking at

Video creation and editing software

Adobe Systems Adobe After Effects; YouTube

Graphics or photo imaging software

Adobe Systems Adobe Illustrator; Adobe Systems Adobe Photoshop

Operating system software

Linux; Microsoft Windows

Engineering and Technology

Computers and electronics; Product and service development

Communications

Multimedia; Telecommunications

Arts and Humanities

English language; Music, dance, visual arts, drama, or sculpture

Business

Customer service

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Order or arrange things

Attention

Pay attention to something without being distracted; Do two or more things at the same time

Hand and Finger Use

Keep your arm or hand steady





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Technical Writers	Media Production & Broadcasting	Write technical materials, such as equipment manuals, appendices, or operating and maintenance instructions. May assist in layout work.	4	AIC	33	\$37.91	\$78,840
Web and Digital Interface Designers	Design & Digital Arts	Design digital user interfaces or websites. Develop and test layouts, interfaces, functionality, and navigation menus to ensure compatibility and usability across browsers or devices. May use web framework applications as well as client-side code and processes. May evaluate web design following web and accessibility standards, and may analyze web use metrics and optimize websites for marketability and search engine ranking. May design and test interfaces that facilitate the human-computer interaction and maximize the usability of digital devices, websites, and software with a focus on aesthetics and design. May create graphics used in websites and manage website content and links.	4	IAC	26	\$27.73	\$57,680
Curators	Fine Arts	Administer collections, such as artwork, collectibles, historic items, or scientific specimens of museums or other institutions. May conduct instructional, research, or public service activities of institution.	5	EC	21	\$29.16	\$60,650

Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology	Knowledge	Skills	Abilities
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Web platform development software

Microsoft ASP.NET; Oracle JavaServer Pages JSP

Web page creation and editing software

Adobe Systems Adobe Dreamweaver; Google Sites

Graphics or photo imaging software

Adobe Systems Adobe Creative Cloud software; Adobe Systems Adobe Illustrator

Arts and Humanities

English language

Engineering and Technology

computers and electronics

Business

administrative services; management

Communications

multimedia

Basic Skills

Writing things for co-workers or customers, reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by writing; Read and understand what is written

Ideas and Logic

Use rules to solve problems; Order or arrange things

Web platform development software

Bootstrap; Vue.js

Data base user interface and query software

Blackboard software; Transact-SQL

Development environment software

Apache Maven; Oracle Java 2 Platform Enterprise Edition J2EE

Knowledge information for this career will be available soon.

Skills information for this career will be available soon.

Abilities information for this career will be available soon.

"Data base user interface and query software

Database software; Microsoft Access

Presentation software

Microsoft PowerPoint

Graphics or photo imaging software

Adobe Creative Cloud software; Adobe Illustrator"

Arts and Humanities

English language; History and archeology

Business

Management; Administrative services

Math and Science

Sociology and anthropology;

Geography

Communications

Multimedia"

Basic Skills

Reading work related information; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it"

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Use rules to solve problems; Group things in different ways"



Career Cluster Map

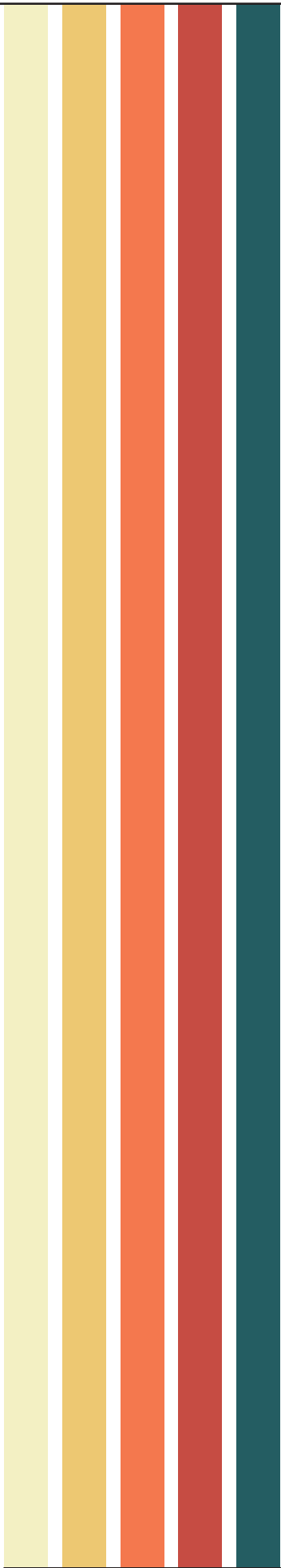
The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Few occupations require the education level of this zone.	★ Managers, All Other Annual Openings = 633 Median Wage = \$127,060	★ Camera Operators, Television, Video, and Film Annual Openings = 56 Median Wage = \$46,420	★ Software Developers Annual Openings = 391 Median Wage = \$120,820	★ Architectural and Engineering Managers Annual Openings = 139 Median Wage = \$215,730
	First-Line Supervisors Of Entertainment and Recreation Workers, Except Gambling Services Annual Openings = 35 Median Wage = \$38,000	★ Audio and Video Technicians Annual Openings = 47 Median Wage = \$48,210	★ Graphic Designers Annual Openings = 123 Median Wage = \$57,780	★ Curators Annual Openings = 21 Median Wage = \$60,650
	Data Entry Keyers Annual Openings = 32 Median Wage = \$44,960	★ Broadcast Technicians Annual Openings = 11 Median Wage = \$50,810	★ Producers and Directors Annual Openings = 73 Median Wage = \$65,980	★ Set and Exhibit Designers Annual Openings = 20 Median Wage = \$51,810
	Printing Press Operators Annual Openings = 30 Median Wage = \$35,380	★ Audiovisual Equipment Installers and Repairers Annual Openings = 11 Median Wage = \$45,560	★ Musicians and Singers Annual Openings = 49 Median Wage = ***	★ Athletic Trainers Annual Openings = 10 Median Wage = \$62,300
	Umpires, Referees, and Other Sports Officials Annual Openings = 17 Median Wage = \$28,210	★ Media and Communication Equipment Workers, All Other Annual Openings = 7 Median Wage = \$87,190	★ Technical Writers Annual Openings = 33 Median Wage = \$78,840	Few occupations require the education level of this zone.

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system



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Construction

The Construction Career Cluster focuses on professions involved in designing, planning, managing, and executing projects in the built environment. It emphasizes sustainable building practices to ensure that structures are both environmentally responsible and resilient. Careers in this Cluster are pivotal in creating durable infrastructure that meets present needs without compromising future generations' ability to meet their own, covering a range of roles from architects and engineers to construction managers and skilled tradespeople.

Core Skills

- | | |
|-----------------------|----------------------------------|
| Blueprint Reading | Operation & Control |
| Equipment Maintenance | Troubleshooting |
| Repairing | Project Coordination |
| Installation | Quality Control Analysis |
| Equipment Selection | Management of Material Resources |

Sub-Clusters and Occupations

ARCHITECTURE & CIVIL ENGINEERING

Occupation

- | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Architectural and Engineering Managers • Engineers, All Other • Civil Engineers • Civil Engineering Technologists and Technicians • Architects, Except Landscape and Naval | <ul style="list-style-type: none"> • Electrical and Electronics Drafters • Architectural and Civil Drafters • Surveyors • Landscape Architects |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

CONSTRUCTION PLANNING & DEVELOPMENT

Occupation

- | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • First-Line Supervisors Of Construction Trades and Extraction Workers • First-Line Supervisors Of Mechanics, Installers, and Repairers | <ul style="list-style-type: none"> • Construction Managers • Cost Estimators • Construction and Building Inspectors • Urban and Regional Planners |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



EQUIPMENT OPERATION & MAINTENANCE

Occupation

- Operating Engineers and Other Construction Equipment Operators
- First-Line Supervisors Of Mechanics, Installers, and Repairers
- Mobile Heavy Equipment Mechanics, Except Engines
- Highway Maintenance Workers
- Paving, Surfacing, and Tamping Equipment Operators
- Installation, Maintenance, and Repair Workers, All Other
- Electrical and Electronics Repairers, Commercial and Industrial Equipment
- Excavating and Loading Machine and Dragline Operators, Surface Mining
- Earth Drillers, Except Oil and Gas
- Crane and Tower Operators
- Explosives Workers, Ordnance Handling Experts, and Blasters

SKILLED TRADES

Occupation

- First-Line Supervisors Of Construction Trades and Extraction Workers
- Electricians
- Carpenters
- Plumbers, Pipefitters, and Steamfitters
- Welders, Cutters, Solderers, and Brazers
- Heating, Air Conditioning, and Refrigeration Mechanics and Installers
- Painters, Construction and Maintenance
- Cement Masons and Concrete Finishers
- Roofers
- Installation, Maintenance, and Repair Workers, All Other
- Sheet Metal Workers
- Miscellaneous Construction and Related Workers
- Drywall and Ceiling Tile Installers
- Glaziers
- Security and Fire Alarm Systems Installers
- Solar Photovoltaic Installers
- Brickmasons and Blockmasons
- Plasterers and Stucco Masons
- Control and Valve Installers and Repairers, Except Mechanical Door
- Floor Layers, Except Carpet, Wood, and Hard Tiles
- Structural Iron and Steel Workers
- Millwrights
- Tapers
- Insulation Workers, Mechanical
- Mechanical Door Repairers

DID YOU KNOW?

On the job, an Electrician would: Prepare sketches or follow blueprints to determine the location of wiring or equipment and to ensure conformance to building and safety codes.

Place conduit, pipes, or tubing, inside designated partitions, walls, or other concealed areas, and pull insulated wires or cables through the conduit to complete circuits between boxes.

Work from ladders, scaffolds, or roofs to install, maintain, or repair electrical wiring, equipment, or fixtures.

Source: P2C Career Explorer, engage.pathway2careers.com





Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
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First-Line Supervisors Of Construction Trades and Extraction Workers	Construction Planning & Development; Skilled Trades	Directly supervise and coordinate activities of construction or extraction workers.	3	ERC	650	\$35.51	\$73,860
----------------------------------------------------------------------	-----------------------------------------------------	-------------------------------------------------------------------------------------	---	-----	-----	---------	----------

Electricians	Skilled Trades	Install, maintain, and repair electrical wiring, equipment, and fixtures. Ensure that work is in accordance with relevant codes. May install or service street lights, intercom systems, or electrical control systems.	3	RIC	616	\$27.35	\$56,890
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Operating Engineers and Other Construction Equipment Operators	Equipment Operation & Maintenance	Operate one or several types of power construction equipment, such as motor graders, bulldozers, scrapers, compressors, pumps, derricks, shovels, tractors, or front-end loaders to excavate, move, and grade earth, erect structures, or pour concrete or other hard surface pavement. May repair and maintain equipment in addition to other duties.	2	RCI	480	\$23.62	\$49,130
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Technology

Knowledge

Skills

Abilities

Project management software

Microsoft Project; Oracle Primavera Enterprise Project Portfolio Management

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Mi-Co Mi-Forms; Sage 300 Construction and Real Estate

Business

Management; Customer service

Engineering and Technology

Building and construction; Mechanical

Arts and Humanities

English language

Safety and Government

Public safety and security

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Changing what is done based on other people's actions; Understanding people's reactions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Notice when problems happen; Order or arrange things

Attention

Pay attention to something without being distracted; Do two or more things at the same time

Hand and Finger Use

Hold or move items with your hands

Word processing software

Microsoft Word; Socrates Contractor's Library

Analytical or scientific software

Construction Master Pro; SoftEmpire Electrical Calculations

Data base user interface and query software

Database software; Shafer Service Systems

Engineering and Technology

Building and construction; mechanical

Business

Management; customer service

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills

Listening to others, not interrupting, and asking good questions; talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Hand and Finger Use

Put together small parts with your fingers; Keep your arm or hand steady

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information

Verbal

Listen and understand what people say; Communicate by speaking

Attention

Pay attention to something without being distracted

Spreadsheet software

Microsoft Excel

Electronic mail software

Microsoft Outlook

Facilities management software

Maintenance record software

Engineering and Technology

Mechanical

Arts and Humanities

English language

Safety and Government

Public safety and security

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Controlled Movement

Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down

Hand and Finger Use

Keep your arm or hand steady; Hold or move items with your hands

Vision

Decide which thing is closer or farther away from you or decide how far away it is from you; See details up close

Attention

Do two or more things at the same time





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
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Carpenters	Skilled Trades	Construct, erect, install, or repair structures and fixtures made of wood and comparable materials, such as concrete forms; building frameworks, including partitions, joists, studding, and rafters; and wood stairways, window and door frames, and hardwood floors. May also install cabinets, siding, drywall, and batt or roll insulation. Includes brattice builders who build doors or brattices (ventilation walls or partitions) in underground passageways.	2	RCI	380	\$25.00	\$52,010
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First-Line Supervisors Of Mechanics, Installers, and Repairers	Construction Planning & Development; Equipment Operation & Maintenance	Directly supervise and coordinate the activities of mechanics, installers, and repairers. May also advise customers on recommended services. Excludes team or work leaders.	3	ECR	315	\$35.42	\$73,680
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Plumbers, Pipefitters, and Steamfitters	Skilled Trades	Assemble, install, alter, and repair pipelines or pipe systems that carry water, steam, air, or other liquids or gases. May install heating and cooling equipment and mechanical control systems. Includes sprinkler fitters.	3	RCI	308	\$28.68	\$59,660
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Welders, Cutters, Solderers, and Brazers	Skilled Trades	Use hand-welding, flame-cutting, hand-soldering, or brazing equipment to weld or join metal components or to fill holes, indentations, or seams of fabricated metal products.	2	RCI	280	\$25.22	\$52,460
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Technology

Knowledge

Skills

Abilities

Accounting software

Intuit QuickBooks; Quicken

Project management software

Turtle Creek Software Goldenseal; VirtualBoss

Word processing software

Microsoft Word; Wilhelm Publishing Threshold

Engineering and Technology

Building and construction; Design

Business

Management; Customer service

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics; Physics Safety and Government Public safety and security

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Hand and Finger Use

Hold or move items with your hands; Put together small parts with your fingers

Ideas and Logic

Notice when problems happen; Order or arrange things

Spatial

Imagine how something will look after it is moved around or changed

Physical Strength

Use your lower back and stomach

Enterprise resource planning ERP software

Microsoft Dynamics; SAP software

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Microsoft Access; Yardi software

Business

Management; customer service

Engineering and Technology

Mechanical

Arts and Humanities

English language Math and Science Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Talking to others

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Resource Management

Selecting and managing the best workers for a job; Managing your time and the time of other people

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Use rules to solve problems

Hearing and Speech

Recognize spoken words; Speak clearly Visual Understanding See hidden patterns

Accounting software

Bookkeeping software; Intuit QuickBooks

Analytical or scientific software

Bentley Systems AutoPIPE; Watter Hammer Software Hytran

Computer aided design CAD software

Drawing and drafting software; ViziFlow

Engineering and Technology

Building and construction; Mechanical

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics; Physics

Business

Customer service; Management Safety and Government Public safety and security

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Keeping track of how well people and/or groups are doing in order to make improvements

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one

Problem Solving

Noticing a problem and figuring out the best way to solve it

Hand and Finger Use

Put together small parts with your fingers; Hold or move items with your hands

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Physical Strength

Use your lower back and stomach; Exercise for a long time without your muscles getting tired

Spatial

Imagine how something will look after it is moved around or changed

Electronic mail software

IBM Notes; Microsoft Outlook

Analytical or scientific software

Scientific Software Group Filter Drain FD; Value Analysis

Data base user interface and query software

Oracle Database; Recordkeeping software

Manufactured or Agricultural Goods

Manufacture and distribution of products

Engineering and Technology

Mechanical

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements

Problem Solving

Noticing a problem and figuring out the best way to solve it

Hand and Finger Use

Keep your arm or hand steady; Put together small parts with your fingers

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Verbal

Listen and understand what people say; Communicate by speaking





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Construction Managers	Construction Planning & Development	Plan, direct, or coordinate, usually through subordinate supervisory personnel, activities concerned with the construction and maintenance of structures, facilities, and systems. Participate in the conceptual development of a construction project and oversee its organization, scheduling, budgeting, and implementation. Includes managers in specialized construction fields, such as carpentry or plumbing.	4	ERC	263	\$48.36	\$100,580
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	Skilled Trades	Install or repair heating, central air conditioning, HVAC, or refrigeration systems, including oil burners, hot-air furnaces, and heating stoves.	3	RCI	208	\$26.45	\$55,020
Painters, Construction and Maintenance	Skilled Trades	Paint walls, equipment, buildings, bridges, and other structural surfaces, using brushes, rollers, and spray guns. May remove old paint to prepare surface prior to painting. May mix colors or oils to obtain desired color or consistency.	2	RC	181	\$22.07	\$45,910

Data Sources:

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- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology

Knowledge

Skills

Abilities

Data base user interface and query software

Database software; Yardi software

Cloud-based data access and sharing software

Dropbox; Microsoft SharePoint

Project management software

HCSS HeavyJob; Oracle Primavera Enterprise Project Portfolio Management

Engineering and Technology

Building and construction; Product and service development

Business

Management; Customer service

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Manufactured or Agricultural Goods Manufacture and distribution of products

Basic Skills

Listening to others, not interrupting, and asking good questions; Thinking about the pros and cons of different ways to solve a problem

Problem Solving

Noticing a problem and figuring out the best way to solve it

Resource Management

Selecting and managing the best workers for a job; Managing your time and the time of other people

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Order or arrange things

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide

Visual Understanding
See hidden patterns

Electronic mail software

IBM Notes; Microsoft Outlook

Presentation software

Microsoft PowerPoint

Facilities management software

Computerized maintenance management system CMMS; ManagerPlus

Engineering and Technology

Mechanical; building and construction

Business

Customer service; management

Arts and Humanities

English language
Safety and Government
Public safety and security

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Hand and Finger Use

Keep your arm or hand steady; Put together small parts with your fingers

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Verbal

Listen and understand what people say; Communicate by speaking

Spreadsheet software

Microsoft Excel

Project management software

Evergreen Technology Eagle Bid Estimating; Turtle Creek Software Goldenseal

Graphics or photo imaging software

Corel Paint Shop Pro; Corel Painter

Business

Customer service

Engineering and Technology

Building and construction

Basic Skills

Listening to others, not interrupting, and asking good questions; Thinking about the pros and cons of different ways to solve a problem

Social

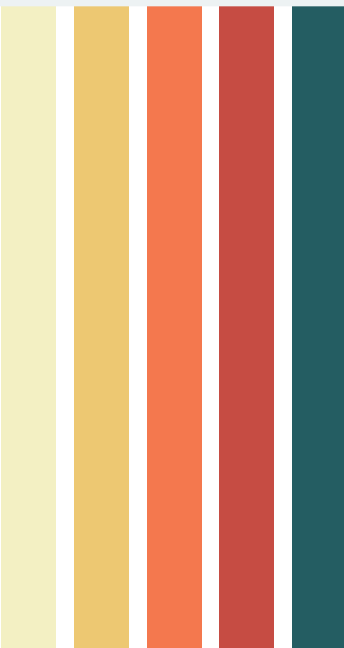
Changing what is done based on other people's actions

Hand and Finger Use

Keep your arm or hand steady; Hold or move items with your hands

Endurance

Exercise for a long time without getting out of breath





Career Cluster Map

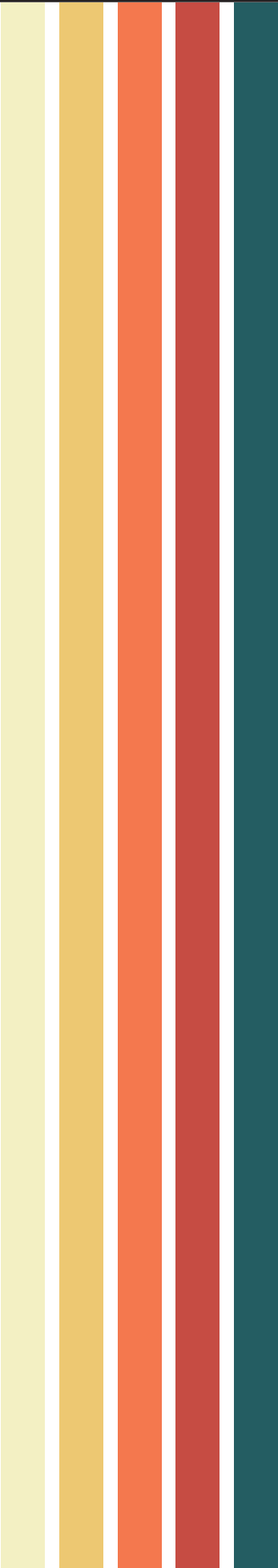
The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
★ Cement Masons and Concrete Finishers Annual Openings = 119 Median Wage = \$48,700	★ Operating Engineers and Other Construction Equipment Operators Annual Openings = 480 Median Wage = \$49,130	★ First-Line Supervisors of Construction Trades and Extraction Workers Annual Openings = 650 Median Wage = \$73,860	★ Construction Managers Annual Openings = 263 Median Wage = \$100,580	★ Architectural and Engineering Managers Annual Openings = 139 Median Wage = \$215,730
★ Plasterers and Stucco Masons Annual Openings = 29 Median Wage = \$47,210	★ Carpenters Annual Openings = 380 Median Wage = \$52,010	★ Electricians Annual Openings = 616 Median Wage = \$56,890	★ Engineers, All Other Annual Openings = 108 Median Wage = \$142,520	★ Architects, Except Landscape and Naval Annual Openings = 59 Median Wage = \$77,070
Helpers, Construction Trades, All Other Annual Openings = 62 Median Wage = \$36,580	★ Welders, Cutters, Solderers, and Brazers Annual Openings = 280 Median Wage = \$52,460	★ First-Line Supervisors Of Mechanics, Installers, and Repairers Annual Openings = 315 Median Wage = \$73,680	★ Civil Engineers Annual Openings = 99 Median Wage = \$104,600	★ Urban and Regional Planners Annual Openings = 36 Median Wage = \$66,570
Helpers—Painters, Paperhangers, Plasterers, and Stucco Masons Annual Openings = 6 Median Wage = \$37,440	★ Painters, Construction and Maintenance Annual Openings = 181 Median Wage = \$45,910	★ Plumbers, Pipefitters, and Steamfitters Annual Openings = 308 Median Wage = \$59,660	★ Cost Estimators Annual Openings = 85 Median Wage = \$69,040	Few occupations require the education level of this zone.
Few occupations require the education level of this zone.	★ Highway Maintenance Workers Annual Openings = 118 Median Wage = \$46,250	★ Heating, Air Conditioning, and Refrigeration Mechanics and Installers Annual Openings = 208 Median Wage = \$55,020	★ Surveyors Annual Openings = 16 Median Wage = \$75,190	

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system



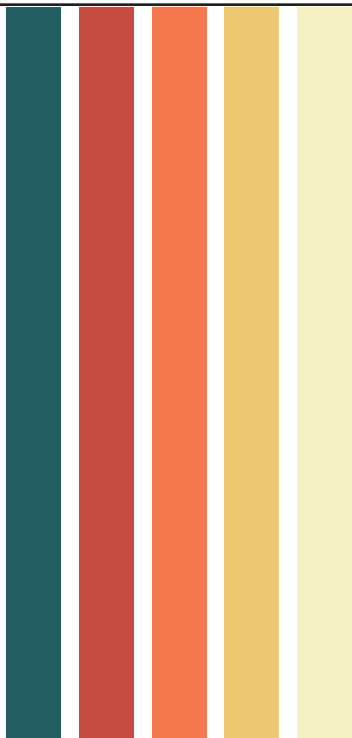
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Digital Technology

The Digital Technology Career Cluster focuses on developing digital systems for communication and data storage using critical technologies such as artificial intelligence (AI), data analytics, and cybersecurity. This Cluster builds skills necessary for all careers to navigate and lead in the constantly evolving tech landscape and drives innovation across all industries to tackle complex challenges and opportunities in communities and economies.

This Career Cluster is also a Cross-Cutting Cluster as the skills gained through this Career Clusters area are applicable across all Career Clusters. Practitioners are encouraged to combine content from this Cluster across other CTE programs.



Core Skills

- | | |
|-------------------------|-------------------------|
| Programming | Systems Evaluation |
| AI and Data Analytics | Troubleshooting |
| Cybersecurity Protocols | Technical Documentation |
| Technology Design | Mathematics |
| Systems Analysis | Science |

Sub-Clusters and Occupations

DATA SCIENCE & AI

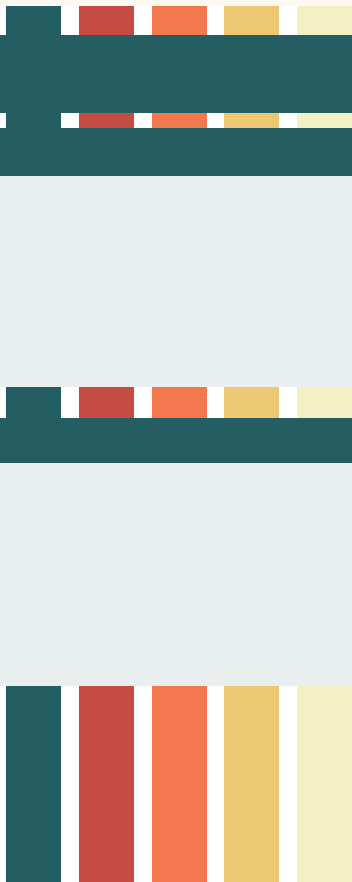
Occupation

- Computer Systems Analysts
- Computer Occupations, All Other
- Data Scientists
- Statisticians

IT SUPPORT & SERVICES

Occupation

- Computer User Support Specialists
- Computer and Information Systems Managers
- Computer Occupations, All Other
- Software Quality Assurance Analysts and Testers





NETWORK SYSTEMS & CYBERSECURITY

Occupation

- Computer Systems Analysts
- Information Security Analysts
- Computer and Information Systems Managers
- Computer Network Support Specialists
- Network and Computer Systems Administrators
- Computer Network Architects

SOFTWARE SOLUTIONS

Occupation

- Software Developers
- Computer and Information Systems Managers
- Database Administrators
- Software Quality Assurance Analysts and Testers
- Database Architects

WEB & CLOUD

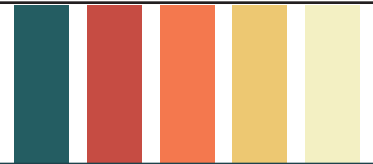
Occupation

- Software Developers
- Computer and Information Systems Managers
- Computer Network Support Specialists
- Computer Network Architects
- Web and Digital Interface Designers
- Database Architects



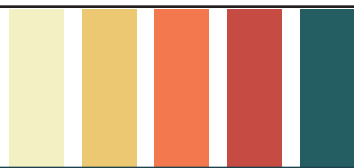
Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Software Developers	Software Solutions; Web & Cloud	Research, design, and develop computer and network software or specialized utility programs. Analyze user needs and develop software solutions, applying principles and techniques of computer science, engineering, and mathematical analysis. Update software or enhance existing software capabilities. May work with computer hardware engineers to integrate hardware and software systems, and develop specifications and performance requirements. May maintain databases within an application area, working individually or coordinating database development as part of a team.	4	ICR	391	\$58.09	\$120,820
Computer User Support Specialists	IT Support & Services	Provide technical assistance to computer users. Answer questions or resolve computer problems for clients in person, via telephone, or electronically. May provide assistance concerning the use of computer hardware and software, including printing, installation, word processing, electronic mail, and operating systems.	3	RIC	325	\$22.86	\$47,540
Computer Systems Analysts	Data Science & AI; Network Systems & Cybersecurity	Analyze science, engineering, business, and other data processing problems to develop and implement solutions to complex applications problems, system administration issues, or network concerns. Perform systems management and integration functions, improve existing computer systems, and review computer system capabilities, workflow, and schedule limitations. May analyze or recommend commercially available software.	3	ICR	205	\$45.46	\$94,570
Information Security Analysts	Network Systems & Cybersecurity	Plan, implement, upgrade, or monitor security measures for the protection of computer networks and information. Assess system vulnerabilities for security risks and propose and implement risk mitigation strategies. May ensure appropriate security controls are in place that will safeguard digital files and vital electronic infrastructure. May respond to computer security breaches and viruses.	4	CIR	193	\$64.32	\$133,780





Technology	Knowledge	Skills	Abilities
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Development environment software
Oracle Java 2 Platform Enterprise Edition J2EE; Oracle SQL Developer
 Data base user interface and query software
Blackboard software; GraphQL
 Object or component oriented development software
Apache Spark; TypeScript

Oracle Engineering and Technology
 Computers and electronics
Business
 Customer service
Math and Science
 Arithmetic, algebra, geometry, calculus, or statistics
 Arts and Humanities
 English language

Basic Skills
 Thinking about the pros and cons of different ways to solve a problem; Figuring out how to use new ideas or things
People and Technology Systems
 Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it
Problem Solving
 Noticing a problem and figuring out the best way to solve it

Verbal
 Communicate by speaking; Listen and understand what people say
Ideas and Logic
 Notice when problems happen; Use rules to solve problems

Web platform development software
 Google Angular; Spring Framework
Data base user interface and query software
 Blackboard software; ServiceNow
Operating system software
 Apple iOS; Microsoft Windows Server

Engineering and Technology
 Computers and electronics; Mechanical
Business
 Customer service; Management
Communications
 Telecommunications; Multimedia
 Arts and Humanities
 English language

Basic Skills
 Listening to others, not interrupting, and asking good questions; Reading work related information
Problem Solving
 Noticing a problem and figuring out the best way to solve it
People and Technology Systems
 Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal
 Communicate by speaking; Listen and understand what people say
Ideas and Logic
 Notice when problems happen; order or arrange things

Development environment software
 Oracle Java 2 Platform Enterprise Edition J2EE; Oracle SQL Developer
Data base user interface and query software
 Blackboard software; ServiceNow
Web platform development software
 React; Spring Framework

Engineering and Technology
 Computers and electronics
Business
 Customer service; Management
Arts and Humanities
 English language
Math and Science
 Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills
 Talking to others; Reading work related information
People and Technology Systems
 Figuring out how a system should work and how changes in the future will affect it; Measuring how well a system is working and how to improve it
Problem Solving
 Noticing a problem and figuring out the best way to solve it

Verbal
 Communicate by speaking; Listen and understand what people say
Ideas and Logic
 Use rules to solve problems; Order or arrange things
Visual Understanding
 See hidden patterns; Quickly compare groups of letters, numbers, pictures, or other things
 Math
 Add, subtract, multiply, or divide

Web platform development software
 Google Angular; Spring Framework
Data base user interface and query software
 Amazon Elastic Compute Cloud EC2; Blackboard software
Transaction security and virus protection software
 NortonLifeLock cybersecurity software; Stack smashing protection SSP software

Engineering and Technology
 Computers and electronics; Product and service development
Arts and Humanities
 English language
Business
 Management; Customer service
 Communications
 Telecommunications

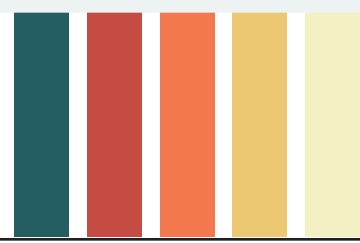
Basic Skills
 Reading work related information; Thinking about the pros and cons of different ways to solve a problem
Problem Solving
 Noticing a problem and figuring out the best way to solve it
People and Technology Systems
 Figuring out how a system should work and how changes in the future will affect it; Thinking about the pros and cons of different options and picking the best one

Verbal
 Listen and understand what people say; Read and understand what is written
Ideas and Logic
 Make general rules or come up with answers from lots of detailed information; Notice when problems happen
Visual Understanding
 See hidden patterns; Quickly compare groups of letters, numbers, pictures, or other things





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Computer and Information Systems Managers	IT Support & Services; Network Systems & Cybersecurity; Software Solutions; Web & Cloud	Plan, direct, or coordinate activities in such fields as electronic data processing, information systems, systems analysis, and computer programming.	4	ECl	133	\$66.99	\$139,330
Computer Network Support Specialists	Network Systems & Cybersecurity; Web & Cloud	Analyze, test, troubleshoot, and evaluate existing network systems, such as local area networks (LAN), wide area networks (WAN), cloud networks, servers, and other data communications networks. Perform network maintenance to ensure networks operate correctly with minimal interruption.	4	REC	100	\$30.90	\$64,280
Network and Computer Systems Administrators	Network Systems & Cybersecurity	Install, configure, and maintain an organization's local area network (LAN), wide area network (WAN), data communications network, operating systems, and physical and virtual servers. Perform system monitoring and verify the integrity and availability of hardware, network, and server resources and systems. Review system and application logs and verify completion of scheduled jobs, including system backups. Analyze network and server resource consumption and control user access. Install and upgrade software and maintain software licenses. May assist in network modeling, analysis, planning, and coordination between network and data communications hardware and software.	4	IRC	84	\$41.89	\$87,140
Data Scientists	Data Science & AI	Develop and implement a set of techniques or analytics applications to transform raw data into meaningful information using data-oriented programming languages and visualization software. Apply data mining, data modeling, natural language processing, and machine learning to extract and analyze information from large structured and unstructured datasets. Visualize, interpret, and report data findings. May create dynamic data reports.	4	IC	56	\$40.88	\$85,040





Technology	Knowledge	Skills	Abilities
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Web platform development software

Apache Tomcat; Spring Framework

Data base user interface and query software

Amazon Web Services AWS software; Blackboard software

Enterprise resource planning ERP software

Microsoft Dynamics; SAP software

Engineering and Technology

Computers and electronics; Product and service development

Business

Customer service; Management

Arts and Humanities

English language Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Math

Add, subtract, multiply, or divide; Choose the right type of math to solve a problem

Operating system software

Microsoft Windows Server; UNIX Shell

Presentation software

Microsoft PowerPoint

Network monitoring software

WildPackets OmniPeek Network Analyzer; Wireshark

Engineering and Technology

Computers and electronics; Product and service development

Communications

Telecommunications; Multimedia

Business

Customer service; Management

Arts and Humanities

English language

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Web platform development software

Django; Microsoft ASP.NET

Data base user interface and query software

Blackboard software; Transact-SQL

Network monitoring software

Remote monitoring software; Wireshark

Engineering and Technology

Computers and electronics; Product and service development

Arts and Humanities

English language

Business

Customer service; Administrative services

Communications

Telecommunications

Basic Skills

Reading work related information; Thinking about the pros and cons of different ways to solve a problem

People and Technology Systems

Figuring out how a system should work and how changes in the future will affect it;

Thinking about the pros and cons of different options and picking the best one

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Read and understand what is written; Communicate by speaking

Ideas and Logic

Notice when problems happen; Order or arrange things

Math

Add, subtract, multiply, or divide; Choose the right type of math to solve a problem

Data base user interface and query software

Amazon Elastic Compute Cloud EC2; PyTorch

Presentation software

Microsoft PowerPoint

Object or component oriented development software

C#; Scala

Knowledge information for this career will be available soon.

Skills information for this career will be available soon.

Abilities information for this career will be available soon.





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
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Computer Network Architects	Network Systems & Cybersecurity; Web & Cloud	Design and implement computer and information networks, such as local area networks (LAN), wide area networks (WAN), intranets, extranets, and other data communications networks. Perform network modeling, analysis, and planning, including analysis of capacity needs for network infrastructures. May also design network and computer security measures. May research and recommend network and data communications hardware and software.	4	ICE	54	\$54.36	\$113,070
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Database Administrators	Software Solutions	Administer, test, and implement computer databases, applying knowledge of database management systems. Coordinate changes to computer databases. Identify, investigate, and resolve database performance issues, database capacity, and database scalability. May plan, coordinate, and implement security measures to safeguard computer databases.	4	CI	37	\$45.60	\$94,850
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Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology

Knowledge

Skills

Abilities

Web platform development software

Google Angular; Spring Framework

Instant messaging software

Blink

Network monitoring software

Symantec Intruder Alert; Wireshark

Engineering and Technology

Computers and electronics; Product and service development

Communications

Telecommunications

Arts and Humanities

English language
Education and Training
Teaching and course design

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Measuring how well a system is working and how to improve it; Figuring out how a system should work and how changes in the future will affect it

Verbal

Communicate by writing; Listen and understand what people say

Ideas and Logic

Group things in different ways; Make general rules or come up with answers from lots of detailed information

Data base management system software

Amazon

DynamoDB; Oracle PL/SQL

Data base user interface and query software

Apache Hive; Blackboard software

Web platform development software

Google Angular; Spring Framework

Engineering and Technology

Computers and electronics; Product and service development

Arts and Humanities

English language

Business

Customer service; Management
Communications
Telecommunications

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Listen and understand what people say; Read and understand what is written

Ideas and Logic

Use rules to solve problems; Make general rules or come up with answers from lots of detailed information

Math

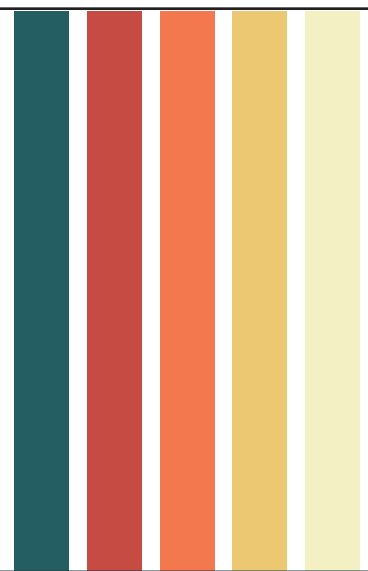
Choose the right type of math to solve a problem; Add, subtract, multiply, or divide

Visual Understanding
See hidden patterns



Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.



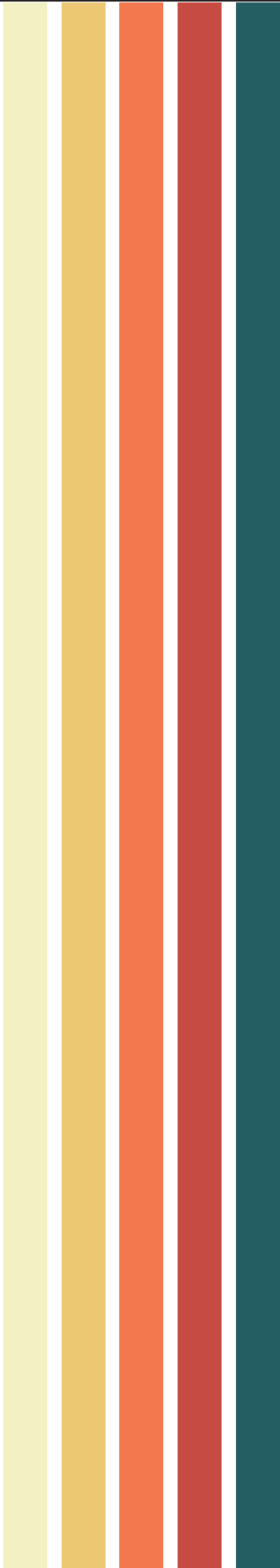
Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Few occupations require the education level of this zone.	Few occupations require the education level of this zone.	★ Computer User Support Specialists Annual Openings = 325 Median Wage = \$47,540	★ Software Developers Annual Openings = 391 Median Wage = \$120,820	★ Statisticians Annual Openings = 30 Median Wage = \$86,310
		★ Computer Systems Analysts Annual Openings = 205 Median Wage = \$94,570	★ Information Security Analysts Annual Openings = 193 Median Wage = \$133,780	Computer and Information Research Scientists Annual Openings = *** Median Wage = \$178,120
		★ Computer Occupations, All Other Annual Openings = 72 Median Wage = \$102,500	★ Computer and Information Systems Managers Annual Openings = 133 Median Wage = \$139,330	Few occupations require the education level of this zone.
		Web Developers Annual Openings = *** Median Wage = \$60,010	★ Computer Network Support Specialists Annual Openings = 100 Median Wage = \$64,280	
		Few occupations require the education level of this zone.	★ Network and Computer Systems Administrators Annual Openings = 84 Median Wage = \$87,140	



* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system



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Education

The Education Career Cluster spans careers aimed at fostering learning from early childhood to adulthood, including teaching, instructional design, counseling services, community engagement, learner support, and educator training. This Cluster emphasizes quality education standards and lifelong learning, preparing individuals for success through all life stages by nurturing knowledge, skills, and critical thinking and encouraging personal and societal growth in a constantly evolving world.



Core Skills

- Instructing
- Learning Strategies
- Writing
- Instructional Technology
- Active Learning

- Speaking
- Reading Comprehension
- Systems Evaluation
- Service Orientation
- Cultural Competency

Sub-Clusters and Occupations

EARLY CHILDHOOD DEVELOPMENT

Occupation

- Education and Childcare Administrators, Preschool and Daycare

EDUCATION ADMINISTRATION & LEADERSHIP

Occupation

- Management Analysts
- Education Administrators, Postsecondary
- Statisticians
- Social Scientists and Related Workers, All Other

LEARNER SUPPORT & COMMUNITY ENGAGEMENT

Occupation

- | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Child, Family, and School Social Workers • Educational, Guidance, and Career Counselors and Advisors • Information and Record Clerks, All Other | <ul style="list-style-type: none"> • Interpreters and Translators • Librarians and Media Collections Specialists • School Psychologists • Educational Instruction and Library Workers, All Other |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|





TEACHING, TRAINING, & FACILITATION

Occupation

- Self-Enrichment Teachers
- Education Administrators, Postsecondary
- Interpreters and Translators
- Instructional Coordinators
- Career/Technical Education Teachers, Postsecondary
- Life, Physical, and Social Science Technicians, All Other
- Anthropologists and Archeologists
- Social Scientists and Related Workers, All Other
- Farm and Home Management Educators
- Historians

DID YOU KNOW?

On the job, a Secondary School Teacher would: Prepare materials and classrooms for class activities.

Instruct through lectures, discussions, and demonstrations in one or more subjects, such as English, mathematics, or social studies.

Establish clear objectives for all lessons, units, and projects, and communicate those objectives to students.

Source: P2C Career Explorer, engage.pathway2careers.com

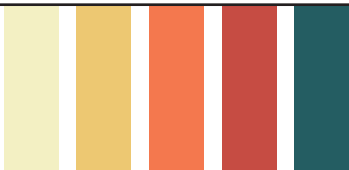




Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Elementary School Teachers, Except Special Education	Teaching, Training, & Facilitation	Teach academic and social skills to students at the elementary school level.	4	SAC	515	n/a	\$65,510
Secondary School Teachers, Except Special and Career/ Technical Education	Teaching, Training, & Facilitation	Teach one or more subjects to students at the secondary school level.	4	SAE	436	n/a	\$66,960
Management Analysts	Education Administration & Leadership	Conduct organizational studies and evaluations, design systems and procedures, conduct work simplification and measurement studies, and prepare operations and procedures manuals to assist management in operating more efficiently and effectively. Includes program analysts and management consultants.	4	IRC	389	\$40.80	\$84,870



Technology

Knowledge

Skills

Abilities

Electronic mail software

Email software; Microsoft Outlook

Computer based training software

Padlet; Schoology

Multi-media educational software

Nearpod; Seesaw

Arts and Humanities

English language

Education and Training

Teaching and course design

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics;

Psychology

Business

Customer service

Basic Skills

Using the best training or teaching strategies for learning new things; Talking to others

Social

Teaching people how to do something; Understanding people's reactions

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Attention

Pay attention to something without being distracted; Do two or more things at the same time

Cloud-based data access and sharing software

Google Drive; Microsoft SharePoint

Computer based training software

Moodle; Schoology

Video creation and editing software

Flipgrid; Screencastify

Education and Training

Teaching and course design

Arts and Humanities

English language; History and archeology

Business

Customer service

Engineering and Technology
Computers and electronics

Basic Skills

Listening to others, not interrupting, and asking good questions; Reading work related information

Social

Teaching people how to do something; Understanding people's reactions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Communicate by writing

Ideas and Logic

Use rules to solve problems; Make general rules or come up with answers from lots of detailed information

Web platform development software

Google Angular; Spring Framework

Data base user interface and query software

Blackboard software; Transact-SQL

Development environment software

Apache Kafka; Apache Maven

Arts and Humanities

English language

Business

Management; Customer service

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics;

Psychology

Education and Training

Teaching and course design

Basic Skills

Listening to others, not interrupting, and asking good questions; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Measuring how well a system is working and how to improve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
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Middle School Teachers, Except Special and Career/Technical Education	Teaching, Training, & Facilitation	Teach one or more subjects to students at the middle, intermediate, or junior high school level.	4	SA	284	n/a	\$73,520
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Child, Family, and School Social Workers	Learner Support & Community Engagement	Provide social services and assistance to improve the social and psychological functioning of children and their families and to maximize the family well-being and the academic functioning of children. May assist parents, arrange adoptions, and find foster homes for abandoned or abused children. In schools, they address such problems as teenage pregnancy, misbehavior, and truancy. May also advise teachers.	4	SE	253	\$23.81	\$49,530
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Self-Enrichment Teachers	Teaching, Training, & Facilitation	Teach or instruct individuals or groups for the primary purpose of self-enrichment or recreation, rather than for an occupational objective, educational attainment, competition, or fitness.	3	SAE	198	\$22.15	\$46,070
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Health Specialties Teachers, Postsecondary	Teaching, Training, & Facilitation	Teach courses in health specialties, in fields such as dentistry, laboratory technology, medicine, pharmacy, public health, therapy, and veterinary medicine.	5	SI	173	n/a	\$129,170
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Technology

Knowledge

Skills

Abilities

Electronic mail software

Email software; Microsoft Outlook

Computer based training software

Moodle; Schoology

Video creation and editing software

Flipgrid; Screencastify

Education and Training

Teaching and course design

Arts and Humanities

English language; Philosophy and religion

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics;

Psychology

Engineering and Technology
Computers and electronics

Basic Skills

Using the best training or teaching strategies for learning new things; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Teaching people how to do something; Understanding people's reactions

Verbal

Communicate by speaking; Communicate by writing

Ideas and Logic

Notice when problems happen; Order or arrange things

Memory

Remember words, numbers, pictures, or steps

Data base user interface and query software

Microsoft Access; Student information systems SIS

Computer based training software

EasyCBM

Spreadsheet software

Microsoft Excel

Business

Customer service;

Administrative services

Health

Therapy and counseling

Math and Science

Psychology; Sociology and anthropology

Arts and Humanities

English language

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Looking for ways to help people

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information

Graphics or photo imaging software

Adobe Systems Adobe

Photoshop; Corel Paint Shop Pro

Video creation and editing software

Video editing software; YouTube

Computer based training software

Educational software; Schoology

Education and Training

Teaching and course design

Business

Customer service

Arts and Humanities

English language

Basic Skills

Talking to others; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Order or arrange things; use rules to solve problems

Word processing software

Google Docs; Microsoft Word

Computer based training software

Adobe Systems Adobe Presenter;

Learning management system

LMS

Medical software

InteractElsevier Netter's 3D

Interactive Anatomy; Medical

procedure coding software

Education and Training

Teaching and course design

Arts and Humanities

English language

Math and Science

Biology; Psychology

Health

Medicine and dentistry

Basic Skills

Reading work related information; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Teaching people how to do something; Understanding people's reactions

Verbal

Communicate by speaking; Read and understand what is written

Ideas and Logic

Use rules to solve problems; Make general rules or come up with answers from lots of detailed information





Education



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Educational, Guidance, and Career Counselors and Advisors	Learner Support & Community Engagement	Advise and assist students and provide educational and vocational guidance services.	5	S	150	\$36.78	\$76,490
Education Administrators, Kindergarten Through Secondary	Education Administration & Leadership	Plan, direct, or coordinate the academic, administrative, or auxiliary activities of kindergarten, elementary, or secondary schools.	5	ESC	148	n/a	\$101,870
Kindergarten Teachers, Except Special Education	Teaching, Training, & Facilitation	Teach academic and social skills to kindergarten students.	4	SA	133	n/a	\$69,690



Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology

Knowledge

Skills

Abilities

Data base user interface and query software

Blackboard software; Microsoft Access

Analytical or scientific software

ACT WorkKeys; Counseling software

Computer based training software

Moodle; Schoology

Business

Customer service; Administrative services

Arts and Humanities

English language

Health

Therapy and counseling
Education and Training
Teaching and course design

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Looking for ways to help people

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Analytical or scientific software

Desmos; IBM SPSS Statistics

Enterprise resource planning**ERP software**

Microsoft Dynamics GP; Wilcomp Software RenWeb

Data base user interface and query software

Blackboard software; Microsoft Access

Education and Training

Teaching and course design

Business

Management; Administrative services

Arts and Humanities

English language
Math and Science
Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills

Talking to others; Listening to others, not interrupting, and asking good questions

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Measuring how well a system is working and how to improve it

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Use rules to solve problems; Notice when problems happen

Attention

Pay attention to something without being distracted; Do two or more things at the same time

Visual Understanding

Quickly know what you are looking at

Spreadsheet software

Microsoft Excel

Computer based training software

Children's educational software; Padlet

Electronic mail software

Microsoft Outlook

Education and Training

Teaching and course design

Arts and Humanities

English language

Math and Science

Psychology; arithmetic, Algebra, geometry, calculus, or statistics
Business
Customer service

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Social

Teaching people how to do something; Understanding people's reactions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Read and understand what is written

Ideas and Logic

Notice when problems happen; Come up with lots of ideas

Attention

Pay attention to something without being distracted; Do two or more things at the same time



Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

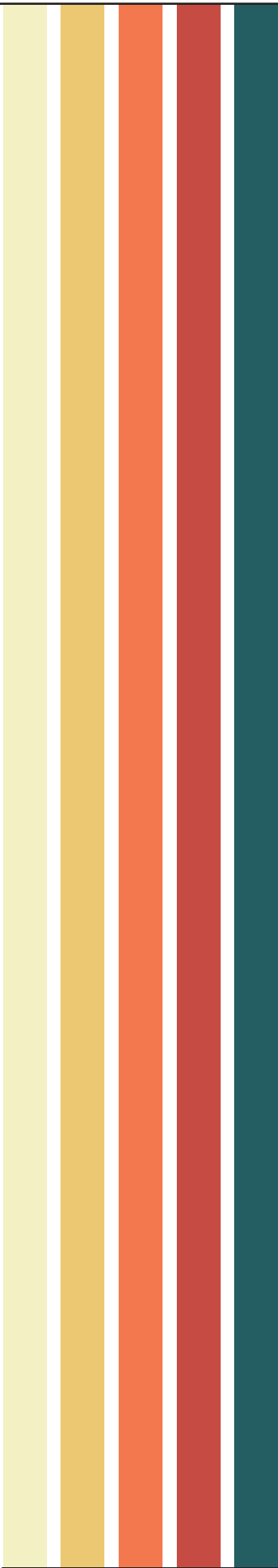


	Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Few occupations require the education level of this zone.		★ Information and Record Clerks, All Other Annual Openings = 110 Median Wage = \$48,530	★ Self-Enrichment Teachers Annual Openings = 198 Median Wage = \$46,070	★ Elementary School Teachers, Except Special Education Annual Openings = 515 Median Wage = \$65,510	★ Health Specialties Teachers, Postsecondary Annual Openings = 173 Median Wage = \$129,170
		Childcare Workers Annual Openings = 817 Median Wage = \$34,240	★ Postsecondary Teachers, All Other Annual Openings = 96 Median Wage = \$79,900	★ Secondary School Teachers, Except Special and Career/Technical Education Annual Openings = 436 Median Wage = \$66,960	★ Educational, Guidance, and Career Counselors and Advisors Annual Openings = 150 Median Wage = \$76,490
	Library Assistants, Clerical Annual Openings = 15 Median Wage = \$33,180		★ Teachers and Instructors, All Other Annual Openings = 90 Median Wage = \$66,020	★ Management Analysts Annual Openings = 389 Median Wage = \$84,870	★ Education Administrators, Kindergarten Through Secondary Annual Openings = 148 Median Wage = \$101,870
Few occupations require the education level of this zone.			★ Career/Technical Education Teachers, Postsecondary Annual Openings = 50 Median Wage = \$61,240	★ Middle School Teachers, Except Special and Career/Technical Education Annual Openings = 284 Median Wage = \$73,520	★ Education Administrators, Postsecondary Annual Openings = 86 Median Wage = \$105,350
			★ Life, Physical, and Social Science Technicians, All Other Annual Openings = 25 Median Wage = \$57,180	★ Child, Family, and School Social Workers Annual Openings = 253 Median Wage = \$49,530	★ Librarians and Media Collections Specialists Annual Openings = 64 Median Wage = \$60,560

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system

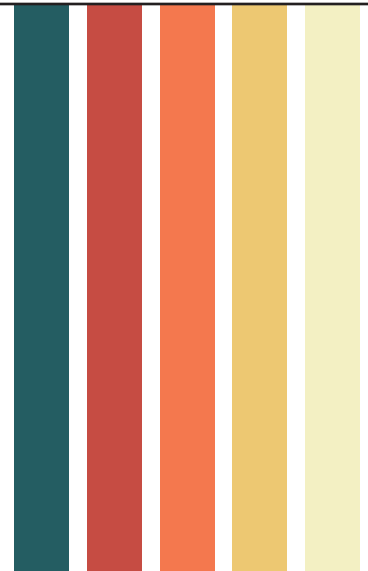


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Energy & Natural Resources

The Energy & Natural Resources Career Cluster spans careers in traditional and renewable fuel production, power generation and energy conversion, utilities, environmental preservation, ecological research, and resource extraction. These industries focus on efficient and responsible resource management, including conservation, transmission, distribution and storage, to minimize environmental impacts and meet global energy needs. Careers in this Cluster are dedicated to creating a sustainable future, innovating cleaner energy solutions, and preserving our planet’s natural resources for generations to come.



Core Skills

- | | |
|---------------------------------------|----------------------------------|
| Science | Management of Material Resources |
| Sustainability Practices | Quality Control Analysis |
| Environmental Monitoring Technologies | Repairing |
| Troubleshooting | Equipment Selection |
| Operation Monitoring | Operation & Control |

Sub-Clusters and Occupations

CLEAN & ALTERNATIVE ENERGY

Occupation

- | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • First-Line Supervisors Of Mechanics, Installers, and Repairers • Architectural and Engineering Managers • Engineers, All Other • Nuclear Engineers | <ul style="list-style-type: none"> • Physicists • Wind Turbine Service Technicians • Solar Photovoltaic Installers |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|

CONSERVATION & LAND MANAGEMENT

Occupation

- | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • General and Operations Managers • Environmental Scientists and Specialists, Including Health • Surveying and Mapping Technicians • Biological Scientists, All Other • Conservation Scientists • Facilities Managers • Natural Sciences Managers | <ul style="list-style-type: none"> • Physical Scientists, All Other • Social Scientists and Related Workers, All Other • Surveyors • Zoologists and Wildlife Biologists • Hydrologists • Forest Fire Inspectors and Prevention Specialists |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

ENVIRONMENTAL PROTECTION

Occupation

- | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Compliance Officers • Architectural and Engineering Managers • Engineers, All Other | <ul style="list-style-type: none"> • Biological Scientists, All Other • Conservation Scientists • Social Scientists and Related Workers, All Other |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



ECOLOGICAL RESEARCH & DEVELOPMENT

Occupation

- Architectural and Engineering Managers
- Environmental Scientists and Specialists, Including Health
- Nuclear Engineers
- First-Line Supervisors Of Farming, Fishing, and Forestry Workers
- Environmental Science and Protection Technicians, Including Health
- Biological Scientists, All Other
- Conservation Scientists
- Environmental Engineers
- Technical Writers
- Natural Sciences Managers
- Physical Scientists, All Other
- Social Scientists and Related Workers, All Other
- Zoologists and Wildlife Biologists
- Environmental Engineering Technologists and Technicians
- Soil and Plant Scientists
- Hydrologists
- Mathematical Science Occupations, All Other

RESOURCE EXTRACTION

Occupation

- First-Line Supervisors Of Mechanics, Installers, and Repairers
- Industrial Machinery Mechanics
- Service Unit Operators, Oil and Gas
- Compliance Officers
- Wellhead Pumpers
- Architectural and Engineering Managers
- Derrick Operators, Oil and Gas
- Engineers, All Other
- Rotary Drill Operators, Oil and Gas
- Civil Engineering Technologists and Technicians
- Industrial Engineering Technologists and Technicians
- Helpers, Extraction Workers
- Petroleum Engineers
- Excavating and Loading Machine and Dragline Operators, Surface Mining
- Earth Drillers, Except Oil and Gas
- Riggers
- Surveyors
- Calibration Technologists and Technicians
- Mining and Geological Engineers, Including Mining Safety Engineers
- Explosives Workers, Ordnance Handling Experts, and Blasters
- Hydrologists
- Geoscientists, Except Hydrologists and Geographers

UTILITIES

Occupation

- First-Line Supervisors Of Construction Trades and Extraction Workers
- First-Line Supervisors Of Mechanics, Installers, and Repairers
- Refuse and Recyclable Material Collectors
- Architectural and Engineering Managers
- Engineers, All Other
- Telecommunications Equipment Installers and Repairers, Except Line Installers
- Electrical and Electronic Engineering Technologists and Technicians
- Hazardous Materials Removal Workers
- Electrical Power-Line Installers and Repairers
- Surveying and Mapping Technicians
- Electronics Engineers, Except Computer
- Petroleum Pump System Operators, Refinery Operators, and Gaugers
- Environmental Engineers
- Telecommunications Line Installers and Repairers
- Wind Turbine Service Technicians
- Solar Photovoltaic Installers
- Radio, Cellular, and Tower Equipment Installers and Repairers
- Septic Tank Servicers and Sewer Pipe Cleaners
- Plant and System Operators, All Other



Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
General and Operations Managers	Conservation & Land Management	Plan, direct, or coordinate the operations of public or private sector organizations, overseeing multiple departments or locations. Duties and responsibilities include formulating policies, managing daily operations, and planning the use of materials and human resources, but are too diverse and general in nature to be classified in any one functional area of management or administration, such as personnel, purchasing, or administrative services. Usually manage through subordinate supervisors. Excludes First-Line Supervisors.	4	ECS	1,596	\$48.17	\$100,200
First-Line Supervisors Of Construction Trades and Extraction Workers	Resource Extraction; Utilities	Directly supervise and coordinate activities of construction or extraction workers.	3	ERC	650	\$35.51	\$73,860
Roustabouts, Oil and Gas	Resource Extraction	Assemble or repair oil field equipment using hand and power tools. Perform other tasks as needed.	1	R	395	\$23.35	\$48,570



Technology

Knowledge

Skills

Abilities

Enterprise resource planning ERP software
Microsoft Dynamics; SAP software

Data base user interface and query software
Blackboard software; Yardi software

Customer relationship management CRM software
Salesforce software; Sugar CRM

Business
Management; Customer service

Arts and Humanities
English language

Manufactured or Agricultural Goods
Manufacture and distribution of products

Math and Science
Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills
Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Problem Solving
Noticing a problem and figuring out the best way to solve it

Social
Changing what is done based on other people's actions; Understanding people's reactions

Verbal
Communicate by speaking;
Communicate by writing

Ideas and Logic
Notice when problems happen and use rules to solve problems

Project management software
Microsoft Project; Oracle Primavera Enterprise Project Portfolio Management

Presentation software
Microsoft PowerPoint

Data base user interface and query software
Mi-Co Mi-Forms; Sage 300 Construction and Real Estate

Business
Management; Customer service

Engineering and Technology
Building and construction; Mechanical

Arts and Humanities
English language

Safety and Government
Public safety and security

Basic Skills
Listening to others, not interrupting, and asking good questions; Talking to others

Social
Changing what is done based on other people's actions; Understanding people's reactions

Problem Solving
Noticing a problem and figuring out the best way to solve it

Verbal
Listen and understand what people say; Communicate by speaking

Ideas and Logic
Notice when problems happen; Order or arrange things

Attention
Pay attention to something without being distracted; Do two or more things at the same time

Hand and Finger Use
Hold or move items with your hands

Enterprise resource planning ERP software
Maintenance software; SAP software

Presentation software
Microsoft PowerPoint

Operating system software
Microsoft Windows; Microsoft Windows XP

Engineering and Technology
Mechanical

Business
Customer service

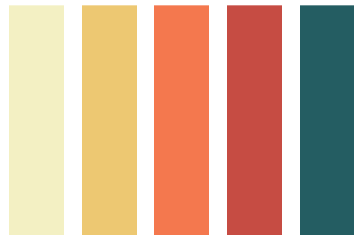
Basic Skills
Thinking about the pros and cons of different ways to solve a problem; Keeping track of how well people and/or groups are doing in order to make improvements

Problem Solving
Noticing a problem and figuring out the best way to solve it

Hand and Finger Use
Hold or move items with your hands; Keep your arm or hand steady

Controlled Movement
Use your arms and/or legs together while sitting, standing, or lying down; Quickly change the controls of a machine, car, truck or boat

Endurance
Exercise for a long time without getting out of breath





ENERGY & NATURAL RESOURCES

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
First-Line Supervisors Of Mechanics, Installers, and Repairers	Clean & Alternative Energy; Resource Extraction; Utilities	Directly supervise and coordinate the activities of mechanics, installers, and repairers. May also advise customers on recommended services. Excludes team or work leaders.	3	ECR	315	\$35.42	\$73,680
Industrial Machinery Mechanics	Resource Extraction	Repair, install, adjust, or maintain industrial production and processing machinery or refinery and pipeline distribution systems. May also install, dismantle, or move machinery and heavy equipment according to plans.	3	RIC	289	\$28.57	\$59,420
Service Unit Operators, Oil and Gas	Resource Extraction	Operate equipment to increase oil flow from producing wells or to remove stuck pipe, casing, tools, or other obstructions from drilling wells. Includes fishing-tool technicians.	2	RCI	235	\$27.92	\$58,080



Technology

Knowledge

Skills

Abilities

Enterprise resource planning ERP software

Microsoft Dynamics; SAP software

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Microsoft Access; Yardi software

Business

Management; Customer service

Engineering and Technology

Mechanical

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Talking to others

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Resource Management

Selecting and managing the best workers for a job; Managing your time and the time of other people

Verbal

Communicate by speaking; listen and understand what people say

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Use rules to solve problems

Hearing and Speech

Recognize spoken words; Speak clearly

Visual Understanding

See hidden patterns

Spreadsheet software

Microsoft Excel

Presentation software

Microsoft PowerPoint

Industrial control software

KEYENCE PLC Ladder Logic; Supervisory control and data acquisition SCADA software

Engineering and Technology

Mechanical; Product and service development

Arts and Humanities

English language

Manufactured or Agricultural Goods

Manufacture and distribution of products

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Figuring out how to use new ideas or things

Technical

Figuring out what is causing equipment, machines, wiring, or computer programs to not work; Planning and doing the basic maintenance on equipment

Problem Solving

Noticing a problem and figuring out the best way to solve it

Hand and Finger Use

Hold or move items with your hands; Put together small parts with your fingers

Controlled Movement

Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down

Ideas and Logic

Notice when problems happen; Order or arrange things

Hearing and Speech

Tell the difference between sounds

Spreadsheet software

Microsoft Excel

Presentation software

Microsoft PowerPoint

Enterprise resource planning ERP software

SAP software

Engineering and Technology

Mechanical; Product and service development

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics; Chemistry

Business

Customer service; Sales and marketing

Safety and Government

Public safety and security

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Keeping track of how well people and/or groups are doing in order to make improvements

Problem Solving

Noticing a problem and figuring out the best way to solve it

Hand and Finger Use

Keep your arm or hand steady; Hold or move items with your hands

Controlled Movement

Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down

Attention

Pay attention to something without being distracted; Do two or more things at the same time

Hearing and Speech

Tell the difference between sounds



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Compliance Officers	Environmental Protection; Resource Extraction	Examine, evaluate, and investigate eligibility for or conformity with laws and regulations governing contract compliance of licenses and permits, and perform other compliance and enforcement inspection and analysis activities not classified elsewhere.	4	ECS	223	\$32.52	\$67,640
Refuse and Recyclable Material Collectors	Utilities	Collect and dump refuse or recyclable materials from containers into truck. May drive truck.	2	RC	163	\$22.50	\$46,810
Wellhead Pumpers	Resource Extraction	Operate power pumps and auxiliary equipment to produce flow of oil or gas from wells in oil field.	2	RCI	154	\$32.80	\$68,220
Architectural and Engineering Managers	Clean & Alternative Energy; Ecological Research & Development; Environmental Protection; Resource Extraction; Utilities	Plan, direct, or coordinate activities in such fields as architecture and engineering or research and development in these fields.	5	ERI	139	\$103.72	\$215,730

Data Sources:

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- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
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Technology

Knowledge

Skills

Abilities

Data base user interface and query software
Database software; Microsoft Access

Presentation software
Microsoft PowerPoint

Spreadsheet software
Microsoft Excel

Safety and Government
Law and government; Public safety and security

Arts and Humanities
English language

Business
Customer service; Management Engineering and Technology Computers and Electronics

Basic Skills
Reading work related information; Talking to others

Problem Solving
Noticing a problem and figuring out the best way to solve it

Social
Understanding people's reactions; Talking people into changing their minds or their behavior

Verbal
Communicate by speaking; Communicate by writing

Ideas and Logic
Use rules to solve problems; Notice when problems happen

Data base user interface and query software
Dossier software; Mileage logging software

Mobile location based services software
Global positioning system GPS software

Facilities management software
Computerized maintenance management system CMMS

Engineering and Technology
Mechanical

Arts and Humanities
English language

Basic Skills
Listening to others, not interrupting, and asking good questions

Problem Solving
Noticing a problem and figuring out the best way to solve it

Hand and Finger Use
Keep your arm or hand steady; Hold or move items with your hands

Controlled Movement
Use your arms and/or legs together while sitting, standing, or lying down

Spreadsheet software
Microsoft Excel

Industrial control software
Moxa software; Supervisory control and data acquisition SCADA software

Electronic mail software
Microsoft Outlook

Engineering and Technology
Mechanical

Math and Science
Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills
Keeping track of how well people and/or groups are doing in order to make improvements; Thinking about the pros and cons of different ways to solve a problem

Problem Solving
Noticing a problem and figuring out the best way to solve it

Hand and Finger Use
Hold or move items with your hands; Keep your arm or hand steady

Controlled Movement
Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down

Data base management system software
Amazon DynamoDB; Apache Hive

Presentation software
Microsoft PowerPoint

Computer aided design CAD software
Autodesk AutoCAD Civil 3D; Autodesk Revit

Engineering and Technology
Design; product and service development

Math and Science
Arithmetic, algebra, geometry, calculus, or statistics; Physics

Arts and Humanities
English language

Business
Management

Basic Skills
Reading work related information; Listening to others, not interrupting, and asking good questions

Problem Solving
Noticing a problem and figuring out the best way to solve it

People and Technology Systems
Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal
Read and understand what is written; Communicate by speaking

Ideas and Logic
Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Math
Choose the right type of math to solve a problem; Add, subtract, multiply, or divide



Career Cluster Map

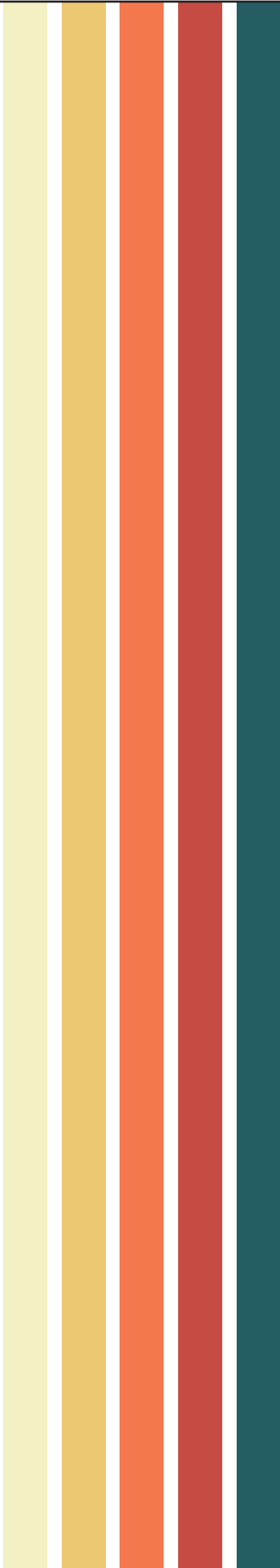
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Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
<ul style="list-style-type: none"> ★ Roustabouts, Oil and Gas Annual Openings = 395 Median Wage = \$48,570 	<ul style="list-style-type: none"> ★ Service Unit Operators, Oil and Gas Annual Openings = 235 Median Wage = \$58,080 	<ul style="list-style-type: none"> ★ First-Line Supervisors Of Construction Trades and Extraction Workers Annual Openings = 650 Median Wage = \$73,860 	<ul style="list-style-type: none"> ★ General and Operations Managers Annual Openings = 1596 Median Wage = \$100,200 	<ul style="list-style-type: none"> ★ Architectural and Engineering Managers Annual Openings = 139 Median Wage = \$215,730
<ul style="list-style-type: none"> ★ Derrick Operators, Oil and Gas Annual Openings = 123 Median Wage = \$60,200 	<ul style="list-style-type: none"> ★ Refuse and Recyclable Material Collectors Annual Openings = 163 Median Wage = \$46,810 	<ul style="list-style-type: none"> ★ First-Line Supervisors Of Mechanics, Installers, and Repairers Annual Openings = 315 Median Wage = \$73,680 	<ul style="list-style-type: none"> ★ Compliance Officers Annual Openings = 223 Median Wage = \$67,640 	<ul style="list-style-type: none"> ★ Physicists Annual Openings = 60 Median Wage = \$175,960
<ul style="list-style-type: none"> ★ Septic Tank Servicers and Sewer Pipe Cleaners Annual Openings = 17 Median Wage = \$43,680 	<ul style="list-style-type: none"> ★ Wellhead Pumpers Annual Openings = 154 Median Wage = \$68,220 	<ul style="list-style-type: none"> ★ Industrial Machinery Mechanics Annual Openings = 289 Median Wage = \$59,420 	<ul style="list-style-type: none"> ★ Environmental Scientists and Specialists, Including Health Annual Openings = 123 Median Wage = \$79,250 	<ul style="list-style-type: none"> ★ Natural Sciences Managers Annual Openings = 30 Median Wage = \$118,600
<p>Few occupations require the education level of this zone.</p>	<ul style="list-style-type: none"> ★ Electrical Power-Line Installers and Repairers Annual Openings = 98 Median Wage = \$78,670 	<ul style="list-style-type: none"> ★ Telecommunications Equipment Installers and Repairers, Except Line Installers Annual Openings = 107 Median Wage = \$55,020 	<ul style="list-style-type: none"> ★ Engineers, All Other Annual Openings = 108 Median Wage = \$142,520 	<ul style="list-style-type: none"> ★ Soil and Plant Scientists Annual Openings = 10 Median Wage = \$65,730
	<ul style="list-style-type: none"> ★ Rotary Drill Operators, Oil and Gas Annual Openings = 73 Median Wage = \$85,540 	<ul style="list-style-type: none"> ★ Electrical and Electronic Engineering Technologists and Technicians Annual Openings = 106 Median Wage = \$82,570 	<ul style="list-style-type: none"> ★ Nuclear Engineers Annual Openings = 88 Median Wage = \$140,070 	<ul style="list-style-type: none"> ★ Hydrologists Annual Openings = 7 Median Wage = \$96,660

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system



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Financial Services

The Financial Services Career Cluster encompasses careers in managing and advising financial transactions, including banking, lending, corporate finance, debt management, accounting, insurance, and real estate. These careers contribute to economic stability and growth by supporting the financial health of individuals and organizations.

Core Skills

- | | |
|-----------------------------------|--------------------------------|
| Mathematics | Speaking |
| Reading Comprehension | Negotiation |
| Management of Financial Resources | Writing |
| Risk Assessment | Client Relationship Management |
| Persuasion | Critical Thinking |

Sub-Clusters and Occupations

ACCOUNTING

Occupation

- Accountants and Auditors

BANKING SERVICES

Occupation

- Financial Managers
- Budget Analysts
- Financial and Investment Analysts
- Financial Risk Specialists

INSURANCE

Occupation

- Claims Adjusters, Examiners, and Investigators
- Insurance Underwriters
- Insurance Sales Agents



SECURITIES & INVESTMENTS

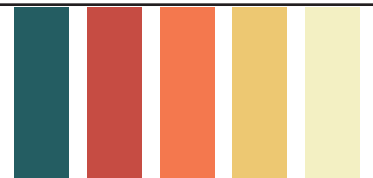
Occupation

- Personal Financial Advisors
- Financial Specialists, All Other
- Securities, Commodities, and Financial Services Sales Agents



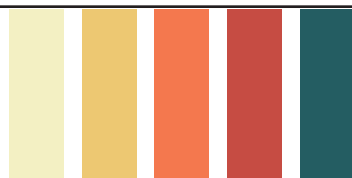
Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Accountants and Auditors	Accounting	Examine, analyze, and interpret accounting records to prepare financial statements, give advice, or audit and evaluate statements prepared by others. Install or advise on systems of recording costs or other financial and budgetary data.	4	CEI	613	\$37.22	\$77,420
Compliance Officers	Insurance	Examine, evaluate, and investigate eligibility for or conformity with laws and regulations governing contract compliance of licenses and permits, and perform other compliance and enforcement inspection and analysis activities not classified elsewhere.	4	ECS	223	\$32.52	\$67,640
Insurance Sales Agents	Insurance	Sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as an independent broker, or be employed by an insurance company.	4	ECS	210	\$22.59	\$46,990
Property, Real Estate, and Community Association Managers	Real Estate	Plan, direct, or coordinate the selling, buying, leasing, or governance activities of commercial, industrial, or residential real estate properties. Includes managers of homeowner and condominium associations, rented or leased housing units, buildings, or land (including rights-of-way).	4	EC	178	\$28.99	\$60,300





Technology

Knowledge

Skills

Abilities

Accounting software

Intuit QuickBooks; Sage 50
Accounting

Word processing software

Google Docs; Microsoft Word

Financial analysis software

Oracle E-Business Suite Financials;
Tropics workers' compensation
software

Business

Accounting and economics;
Customer service

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry,
calculus, or statistics
Safety and Government
Law and government

Basic Skills

Reading work related information;
Listening to others, not interrupting,
and asking good questions

Problem Solving

Noticing a problem and figuring out
the best way to solve it

People and Technology Systems

Thinking about the pros and cons
of different options and picking the
best one

Verbal

Listen and understand what people
say; Communicate by speaking

Ideas and Logic

Make general rules or come up
with answers from lots of detailed
information; Notice when problems
happen

Math

Choose the right type of math to
solve a problem; Add, subtract,
multiply, or divide

**Data base user interface and query
software**

Database software; Microsoft Access

Presentation software

Microsoft PowerPoint

Spreadsheet software

Microsoft Excel

Safety and Government

Law and government; Public safety
and security

Arts and Humanities

English language

Business

Customer service; Management
Engineering and Technology
Computers and electronics

Basic Skills

Reading work related information;
Talking to others

Problem Solving

Noticing a problem and figuring out
the best way to solve it

Social

Understanding people's reactions;
Talking people into changing their
minds or their behavior

Verbal

Communicate by speaking;
Communicate by writing

Ideas and Logic

Use rules to solve problems; Notice
when problems happen

**Enterprise resource planning ERP
software**

AMS Services AMS Sagitta; Microsoft
Dynamics

Video creation and editing software

Adobe Systems Adobe After Effects;
YouTube

**Customer relationship management
CRM software**

Applied Systems Vision; Tangle S
Creations Your Insurance Office

Business

Customer service; Sales and
marketing

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry,
calculus, or statistics
Safety and Government
Law and government

Basic Skills

Reading work related information;
Listening to others, not interrupting,
and asking good questions

Social

Talking people into changing their
minds or their behavior; Looking for
ways to help people

Verbal

Communicate by speaking; Listen
and understand what people say

Ideas and Logic

Notice when problems happen; Use
rules to solve problems

Math

Choose the right type of math to
solve a problem; Add, subtract,
multiply, or divide

**Data base user interface and query
software**

Propertyware; Yardi software

Word processing software

Google Docs; Microsoft Word

Accounting software

Intuit QuickBooks; Sage 50
Accounting

Business

Customer service; Management

Arts and Humanities

English language

Safety and Government

Law and government; Public safety
and security

Math and Science

Arithmetic, algebra, geometry,
calculus, or statistics

Basic Skills

Talking to others; Reading work
related information

Social

Changing what is done based on
other people's actions; Bringing
people together to solve differences

Problem Solving

Noticing a problem and figuring out
the best way to solve it

Verbal

Communicate by speaking; Listen
and understand what people say

Ideas and Logic

Make general rules or come up
with answers from lots of detailed
information; Notice when problems
happen

Math

Add, subtract, multiply, or divide;
Choose the right type of math to
solve a problem





FINANCIAL SERVICES

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
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Real Estate Sales Agents	Real Estate	Rent, buy, or sell property for clients. Perform duties such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.	3	EC	151	\$38.36	\$79,790
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Securities, Commodities, and Financial Services Sales Agents	Financial Strategy & Investments	Buy and sell securities or commodities in investment and trading firms, or provide financial services to businesses and individuals. May advise customers about stocks, bonds, mutual funds, commodities, and market conditions.	4	ECS	127	\$28.43	\$59,130
--------------------------------------------------------------	----------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---	-----	-----	---------	----------

Claims Adjusters, Examiners, and Investigators	Insurance	Review settled claims to determine that payments and settlements are made in accordance with company practices and procedures. Confer with legal counsel on claims requiring litigation. May also settle insurance claims.	4	CEI	85	\$31.79	\$66,120
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Title Examiners, Abstractors, and Searchers	Insurance	Search real estate records, examine titles, or summarize pertinent legal or insurance documents or details for a variety of purposes. May compile lists of mortgages, contracts, and other instruments pertaining to titles by searching public and private records for law firms, real estate agencies, or title insurance companies.	2	CER	69	\$24.78	\$51,550
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Technology

Knowledge

Skills

Abilities

Data base user interface and query software

Xactware Xactimate; Yardi software

Word processing software

Google Docs; Microsoft Word

Financial analysis software

RealData Comparative Lease Analysis; Wheatworks Real Estate Calculator Suite

Business

Customer service; Sales and marketing

Arts and Humanities

English language

Safety and Government

Law and government
Communications
Multimedia

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Bringing people together to solve differences; Changing what is done based on other people's actions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Use rules to solve problems; Group things in different ways

Enterprise resource planning ERP software

Oracle PeopleSoft; SAP software

Presentation software

Microsoft PowerPoint

Financial analysis software

Oracle E-Business Suite Financials; Web-based trading systems

Business

Customer service; Accounting and economics

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics
Engineering and Technology
Computers and electronics

Basic Skills

Listening to others, not interrupting, and asking good questions; Thinking about the pros and cons of different ways to solve a problem

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Use rules to solve problems; Notice when problems happen

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide

Data base user interface and query software

Microsoft Access; Xactware Xactimate

Video conferencing software

Zoom

Document management software

Document management system software; InSystems Calligo Document Management System

Business

Customer service; Administrative services

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics
Engineering and Technology
Computers and electronics

Basic Skills

Reading work related information; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Read and understand what is written; Communicate by speaking

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Use rules to solve problems

Visual Understanding

See hidden patterns; Quickly compare groups of letters, numbers, pictures, or other things

Math

Add, subtract, multiply, or divide

Data base user interface and query software

Data Trace Title IQ; Microsoft Access

Presentation software

Microsoft PowerPoint

Document management software

Adobe Systems Adobe Acrobat; File management software

Arts and Humanities

English language

Safety and Government

Law and government

Business

Administrative services; Customer service

Engineering and Technology
Computers and electronics

Basic Skills

Reading work related information; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Use rules to solve problems; Make general rules or come up with answers from lots of detailed information





FINANCIAL SERVICES

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Financial and Investment Analysts	Financial Strategy & Investments; Insurance	Conduct quantitative analyses of information involving investment programs or financial data of public or private institutions, including valuation of businesses.	4	CEI	67	\$38.05	\$79,150
Real Estate Brokers	Real Estate	Operate real estate office, or work for commercial real estate firm, overseeing real estate transactions. Other duties usually include selling real estate or renting properties and arranging loans.	4	EC	57	\$37.47	\$77,940



Technology

Knowledge

Skills

Abilities

Analytical or scientific software
 IBM SPSS Statistics, The MathWorks
 MATLAB

Word processing software
 Google Docs, Microsoft Word

Financial analysis software
 Oracle E-Business Suite Financials,
 Oracle Hyperion Financial
 Management

Knowledge information for this career will be available soon.

Skills information for this career will be available soon.

Abilities information for this career will be available soon.

Data base user interface and query software
 Microsoft Access; Yardi software

Presentation software
 Microsoft PowerPoint

Customer relationship management CRM software
 Real Estate Assistant REA;
 Salesforce software

Business
 Sales and marketing; Customer service

Arts and Humanities
 English language

Safety and Government
 Law and government
 Engineering and Technology
 Computers and electronics

Basic Skills

Talking to others; Listening to others, not interrupting, and asking good questions

Social

Bringing people together to solve differences; Talking people into changing their minds or their behavior

Problem Solving

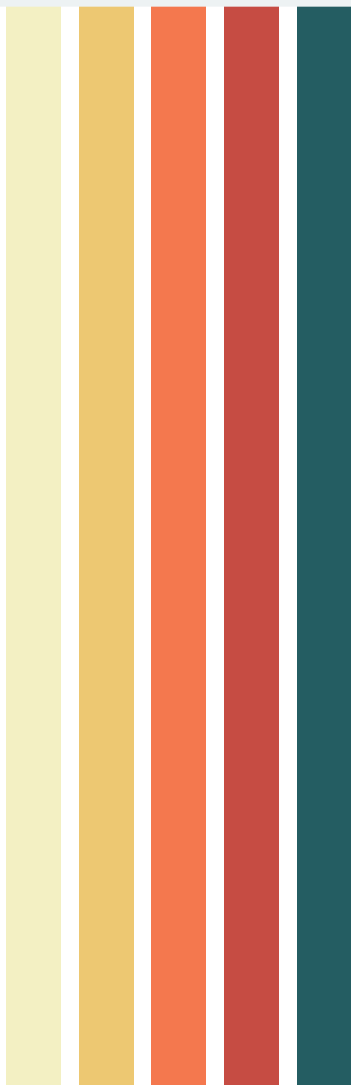
Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

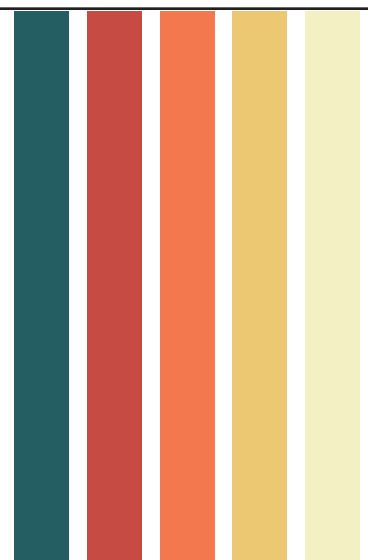
Use rules to solve problems; Notice when problems happen





Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.



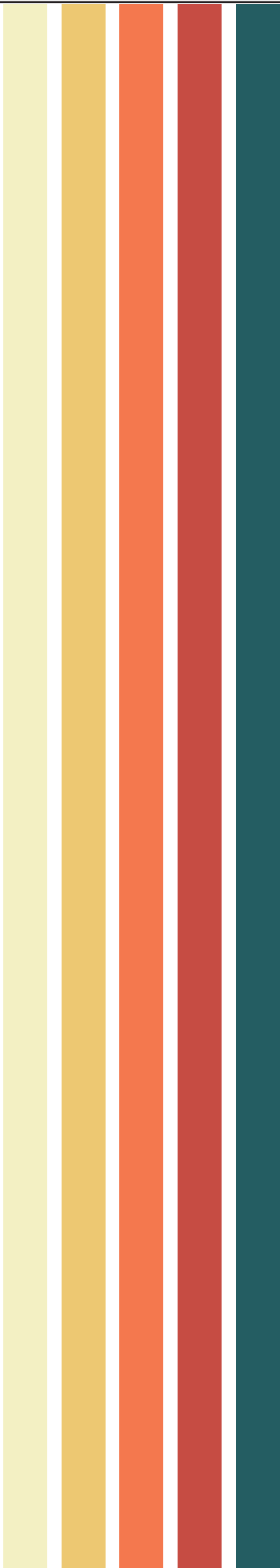
Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Few occupations require the education level of this zone.	★ Title Examiners, Abstractors, and Searchers Annual Openings = 69 Median Wage = \$51,550	★ Real Estate Sales Agents Annual Openings = 151 Median Wage = \$79,790	★ Accountants and Auditors Annual Openings = 613 Median Wage = \$77,420	★ Statisticians Annual Openings = 30 Median Wage = \$86,310
	★ Financial Clerks, All Other Annual Openings = 2 Median Wage = \$61,500	★ Financial Specialists, All Other Annual Openings = 51 Median Wage = \$75,550	★ Compliance Officers Annual Openings = 223 Median Wage = \$67,640	Few occupations require the education level of this zone.
	Tellers Annual Openings = 182 Median Wage = \$38,060	Bookkeeping, Accounting, and Auditing Clerks Annual Openings = 1031 Median Wage = \$46,610	★ Insurance Sales Agents Annual Openings = 210 Median Wage = \$46,990	
	Insurance Claims and Policy Processing Clerks Annual Openings = 70 Median Wage = \$38,910	Billing and Posting Clerks Annual Openings = 221 Median Wage = \$43,150	★ Property, Real Estate, and Community Association Managers Annual Openings = 178 Median Wage = \$60,300	
	Bill and Account Collectors Annual Openings = 41 Median Wage = \$46,270	Loan Interviewers and Clerks Annual Openings = 56 Median Wage = \$41,830	★ Securities, Commodities, and Financial Services Sales Agents Annual Openings = 127 Median Wage = \$59,130	

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system



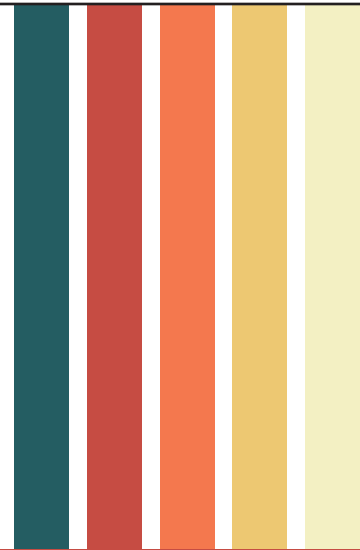


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Healthcare & Human Services

The Healthcare & Human Services Career Cluster promotes whole health in individuals and communities through a diverse array of services. This sector includes technical, mental, and therapeutic services and personal care, supported by medical and social sciences. By addressing social determinants of health and leveraging health data and science, this Cluster aims to enhance the overall health and resilience of individuals, families, and communities.



Core Skills

- | | |
|-----------------------|-------------------------------------------|
| Science | Ethics and Confidentiality |
| Service Orientation | Patient Monitoring and Care Documentation |
| Social Perceptiveness | Reading Comprehension |
| Learning Strategies | Active Listening |
| Data Literacy | Writing |

Sub-Clusters and Occupations

BEHAVIORAL & MENTAL HEALTH

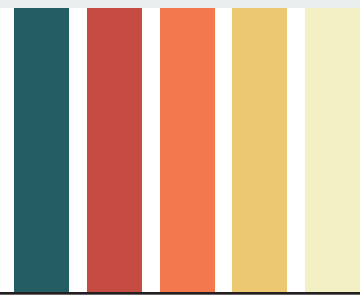
Occupation

- | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Substance Abuse, Behavioral Disorder, and Mental Health Counselors • Statisticians • Marriage and Family Therapists • Rehabilitation Counselors • Social Scientists and Related Workers, All Other | <ul style="list-style-type: none"> • Clinical and Counseling Psychologists • Social Science Research Assistants • Therapists, All Other • Occupational Therapy Aides • Recreational Therapists |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

BIOTECHNOLOGY RESEARCH & DEVELOPMENT

Occupation

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Environmental Scientists and Specialists, Including Health • Physicists • Biological Scientists, All Other • Natural Sciences Managers • Statisticians | <ul style="list-style-type: none"> • Anthropologists and Archeologists • Social Scientists and Related Workers, All Other • Medical Scientists, Except Epidemiologists • Mathematical Science Occupations, All Other |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|





COMMUNITY & SOCIAL SERVICES

Occupation

- Social and Human Service Assistants
- Child, Family, and School Social Workers
- Educational, Guidance, and Career Counselors and Advisors
- Community Health Workers
- Social and Community Service Managers
- Healthcare Social Workers
- Occupational Therapists
- Mental Health and Substance Abuse Social Workers
- Social Workers, All Other
- Health Education Specialists
- Education and Childcare Administrators, Preschool and Daycare
- Clergy

HEALTH DATA & ADMINISTRATION

Occupation

- Medical and Health Services Managers
- Computer User Support Specialists
- Medical Records Specialists
- Social Scientists and Related Workers, All Other
- Historians

PHYSICAL HEALTH

Occupation

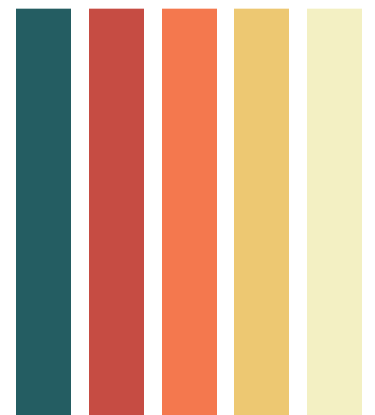
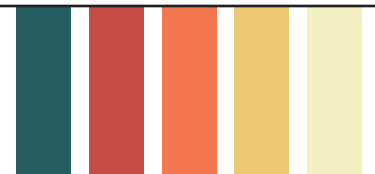
- Registered Nurses
- Pharmacy Technicians
- Nurse Practitioners
- Licensed Practical and Licensed Vocational Nurses
- Physical Therapist Assistants
- Clinical Laboratory Technologists and Technicians
- Dental Hygienists
- Pharmacists
- Radiologic Technologists and Technicians
- Physical Therapists
- Health Technologists and Technicians, All Other
- Physician Assistants
- Healthcare Support Workers, All Other
- Paramedics
- Respiratory Therapists
- Surgical Technologists
- Dietitians and Nutritionists
- Natural Sciences Managers
- Diagnostic Medical Sonographers
- Dentists, General
- Occupational Therapy Assistants
- Anthropologists and Archeologists
- Surgical Assistants
- Social Scientists and Related Workers, All Other
- Chiropractors
- Orthotists and Prosthetists
- Morticians, Undertakers, and Funeral Arrangers
- Funeral Home Managers
- Pediatricians, General
- Magnetic Resonance Imaging Technologists
- Optometrists
- Nurse Midwives
- Healthcare Diagnosing Or Treating Practitioners, All Other
- Audiologists
- Nuclear Medicine Technologists
- Historians
- Podiatrists
- Radiation Therapists



Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Registered Nurses	Physical Health	Assess patient health problems and needs, develop and implement nursing care plans, and maintain medical records. Administer nursing care to ill, injured, convalescent, or disabled patients. May advise patients on health maintenance and disease prevention or provide case management. Licensing or registration required.	4	SIC	1,251	\$42.43	\$88,260
Exercise Trainers and Group Fitness Instructors	Personal Care Services	Instruct or coach groups or individuals in exercise activities for the primary purpose of personal fitness. Demonstrate techniques and form, observe participants, and explain to them corrective measures necessary to improve their skills. Develop and implement individualized approaches to exercise.	3	SRE	392	\$22.00	\$45,760
Medical and Health Services Managers	Health Data & Administration	Plan, direct, or coordinate medical and health services in hospitals, clinics, managed care organizations, public health agencies, or similar organizations.	4	ECS	372	\$58.45	\$121,580





Technology

Medical software

eClinicalWorks EHR software; Epic Systems

Word processing software

Google Docs; Microsoft Word

Data base user interface and query software

Database software; Microsoft Access

Knowledge

Math and Science

Psychology; Arithmetic, algebra, geometry, calculus, or statistics

Business

Customer service; Administrative services

Health

Medicine and dentistry; Therapy and counseling
Arts and Humanities
English language

Skills

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Changing what is done based on other people's actions

Abilities

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Visual Understanding

See hidden patterns; Quickly compare groups of letters, numbers, pictures, or other things

Attention

Do two or more things at the same time

Accounting software

Intuit QuickBooks; Sage 50 Accounting

Instant messaging software

Blink

Data base user interface and query software

DietMaster Systems DietMaster; ICTraining

Business

Customer service

Education and Training

Teaching and course design

Arts and Humanities

English language
Math and Science
Psychology

Basic Skills

Talking to others; Listening to others, not interrupting, and asking good questions

Social

Teaching people how to do something; Looking for ways to help people

Endurance

Exercise for a long time without getting out of breath

Flexibility, Balance, and Coordination

Bend, stretch, twist, or reach with your body, arms, and/or legs; Move your arms, legs, and mid-section together while your whole body is moving

Physical Strength

Use your lower back and stomach; Exercise for a long time without your muscles getting tired

Verbal

Communicate by speaking

Medical software

eClinicalWorks EHR software; Epic Systems

Data base user interface and query software

Blackboard software; Yardi software

Analytical or scientific software

IBM SPSS Statistics; SAS

Business

Management; Customer service

Arts and Humanities

English language

Education and Training

Teaching and course design

Engineering and Technology
Computers and electronics

Basic Skills

Talking to others; Thinking about the pros and cons of different ways to solve a problem

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Bringing people together to solve differences

Verbal

Listen and understand what people say; Read and understand what is written

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Social and Human Service Assistants	Community & Social Services	Assist other social and human service providers in providing client services in a wide variety of fields, such as psychology, rehabilitation, or social work, including support for families. May assist clients in identifying and obtaining available benefits and social and community services. May assist social workers with developing, organizing, and conducting programs to prevent and resolve problems relevant to substance abuse, human relationships, rehabilitation, or dependent care.	4	CSE	335	\$21.62	\$44,980
Computer User Support Specialists	Health Data & Administration	Provide technical assistance to computer users. Answer questions or resolve computer problems for clients in person, via telephone, or electronically. May provide assistance concerning the use of computer hardware and software, including printing, installation, word processing, electronic mail, and operating systems.	3	RIC	325	\$22.86	\$47,540
Pharmacy Technicians	Physical Health	Prepare medications under the direction of a pharmacist. May measure, mix, count out, label, and record amounts and dosages of medications according to prescription orders.	3	CR	305	\$21.62	\$44,970
Child, Family, and School Social Workers	Community & Social Services	Provide social services and assistance to improve the social and psychological functioning of children and their families and to maximize the family well-being and the academic functioning of children. May assist parents, arrange adoptions, and find foster homes for abandoned or abused children. In schools, they address such problems as teenage pregnancy, misbehavior, and truancy. May also advise teachers.	4	SE	253	\$23.81	\$49,530



Technology

Knowledge

Skills

Abilities

Data base user interface and query software

Database software; Microsoft Access

Presentation software

Microsoft PowerPoint

Medical software

MEDITECH software; PointClickCare healthcare software

Business

Customer service; Administrative services

Math and Science

Psychology; Sociology and anthropology

Health

Therapy and counseling
Arts and Humanities
English language

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Understanding people's reactions; Looking for ways to help people

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Communicate by writing

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Attention

Pay attention to something without being distracted; Do two or more things at the same time

Web platform development software

Google Angular; Spring Framework

Data base user interface and query software

Blackboard software; ServiceNow

Operating system software

Apple iOS; Microsoft Windows Server

Engineering and Technology

Computers and electronics; Mechanical

Business

Customer service; Management

Communications

Telecommunications; Multimedia
Arts and Humanities
English language

Basic Skills

Listening to others, not interrupting, and asking good questions; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; order or arrange things

Hand and Finger Use

Put together small parts with your fingers; Hold or move items with your hands

Attention

Do two or more things at the same time

Spreadsheet software

Microsoft Excel

Presentation software

Microsoft PowerPoint

Medical software

MEDITECH software; Pharmaceutical software

Business

Customer service; Administrative services

Health

Medicine and dentistry

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics
Arts and Humanities
English language

Basic Skills

Listening to others, not interrupting, and asking good questions; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Order or arrange things

Hand and Finger Use

Put together small parts with your fingers; Hold or move items with your hands

Attention

Do two or more things at the same time

Data base user interface and query software

Microsoft Access; Student information systems SIS

Computer based training software

EasyCBM

Spreadsheet software

Microsoft Excel

Business

Customer service; Administrative services

Health

Therapy and counseling

Math and Science

Psychology; Sociology and anthropology
Arts and Humanities
English language

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Looking for ways to help people

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information

Attention

Do two or more things at the same time; Pay attention to something without being distracted

Hand and Finger Use

Hold or move items with your hands



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Nurse Practitioners	Physical Health	Diagnose and treat acute, episodic, or chronic illness, independently or as part of a healthcare team. May focus on health promotion and disease prevention. May order, perform, or interpret diagnostic tests such as lab work and x rays. May prescribe medication. Must be registered nurses who have specialized graduate education.	5	SIR	203	\$66.56	\$138,440
Licensed Practical and Licensed Vocational Nurses	Physical Health	Care for ill, injured, or convalescing patients or persons with disabilities in hospitals, nursing homes, clinics, private homes, group homes, and similar institutions. May work under the supervision of a registered nurse. Licensing required.	3	SR	181	\$29.21	\$60,760
Educational, Guidance, and Career Counselors and Advisors	Community & Social Services	Advise and assist students and provide educational and vocational guidance services.	5	S	150	\$36.78	\$76,490

Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology

Knowledge

Skills

Abilities

Medical software

eClinicalWorks EHR software; Epic Systems

Presentation software

Microsoft PowerPoint

Internet browser software

Microsoft Internet Explorer; Web browser software

Health

Medicine and dentistry; Therapy and counseling

Arts and Humanities

English language

Math and Science

Biology; Psychology
Business
Customer service

Basic Skills

Listening to others, not interrupting, and asking good questions; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Looking for ways to help people

Verbal

Read and understand what is written; Communicate by speaking

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Visual Understanding

See hidden patterns; Quickly know what you are looking at
Attention
Do two or more things at the same time

Medical software

Epic Systems; MEDITECH software

Video conferencing software

FaceTime; Zoom

Electronic mail software

Microsoft Exchange; Microsoft Outlook

Business

Customer service; Management

Arts and Humanities

English language

Math and Science

Psychology; Arithmetic, algebra, geometry, calculus, or statistics
Health
Medicine and dentistry

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Social

Looking for ways to help people; Changing what is done based on other people's actions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information

Attention

Do two or more things at the same time; Pay attention to something without being distracted
Hand and Finger Use
Hold or move items with your hands

Data base user interface and query software

Blackboard software; Microsoft Access

Analytical or scientific software

ACT WorkKeys; Counseling software

Computer based training software

Moodle; Schoology

Business

Customer service; Administrative services

Arts and Humanities

English language

Health

Therapy and counseling
Education and Training
Teaching and course design

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Looking for ways to help people

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen



Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Few occupations require the education level of this zone.	★ Healthcare Support Workers, All Other Annual Openings = 56 Median Wage = \$51,190	★ Exercise Trainers and Group Fitness Instructors Annual Openings = 392 Median Wage = \$45,760	★ Registered Nurses Annual Openings = 1251 Median Wage = \$88,260	★ Substance Abuse, Behavioral Disorder, and Mental Health Counselors Annual Openings = 256 Median Wage = \$70,770
	Home Health and Personal Care Aides Annual Openings = 7097 Median Wage = \$27,390	★ Computer User Support Specialists Annual Openings = 325 Median Wage = \$47,540	★ Medical and Health Services Managers Annual Openings = 372 Median Wage = \$121,580	★ Nurse Practitioners Annual Openings = 203 Median Wage = \$138,440
	Cooks, Institution and Cafeteria Annual Openings = 596 Median Wage = \$34,240	★ Pharmacy Technicians Annual Openings = 305 Median Wage = \$44,970	★ Social and Human Service Assistants Annual Openings = 335 Median Wage = \$44,980	★ Educational, Guidance, and Career Counselors and Advisors Annual Openings = 150 Median Wage = \$76,490
	Medical Secretaries and Administrative Assistants Annual Openings = 445 Median Wage = \$41,810	★ Licensed Practical and Licensed Vocational Nurses Annual Openings = 181 Median Wage = \$60,760	★ Child, Family, and School Social Workers Annual Openings = 253 Median Wage = \$49,530	★ Pharmacists Annual Openings = 91 Median Wage = \$137,600
	Food Servers, Nonrestaurant Annual Openings = 127 Median Wage = \$31,100	★ Physical Therapist Assistants Annual Openings = 138 Median Wage = \$59,330	★ Clinical Laboratory Technologists and Technicians Annual Openings = 134 Median Wage = \$46,530	★ Speech-Language Pathologists Annual Openings = 86 Median Wage = \$104,910

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system



DID YOU KNOW?

On the job, a Physical Therapist would: Plan, prepare, or carry out individually designed programs of physical treatment to maintain, improve, or restore physical functioning, alleviate pain, or prevent physical dysfunction in patients.

Perform and document an initial exam, evaluating data to identify problems and determine a diagnosis prior to intervention.

Record prognosis, treatment, response, and progress in patient's chart or enter information into computer.

Source: P2C Career Explorer, engage.pathway2careers.com





Hospitality, Events, & Tourism

The Hospitality, Events, & Tourism Career Cluster encompasses a broad range of services and experiences related to food and beverage, lodging, travel, events, and conferences. This Cluster focuses on delivering quality customer service, memorable experiences, and seamless logistics to cater to the needs and preferences of guests, tourists, and event participants. The Cluster is characterized by its diversity, including everything from luxury hotels and international travel to local dining, cultural events, and business conferences, aiming to enhance the overall experience of visitors and attendees.

Core Skills

- | | |
|-----------------------------------|----------------------------------|
| Service Orientation | Negotiation |
| Social Perceptiveness | Management of Material Resources |
| Coordination | Persuasion |
| Management of Financial Resources | Monitoring |
| Management of Personnel Resources | Speaking |

Sub-Clusters and Occupations

ACCOMMODATIONS

Occupation

- First-Line Supervisors of Housekeeping and Janitorial Workers
- Lodging Managers

CONFERENCES & EVENTS

Occupation

- Meeting, Convention, and Event Planners
- Fundraisers
- Fundraising Managers

CULINARY & FOOD SERVICES

Occupation

- Food Service Managers
- Chefs and Head Cooks



TRAVEL & LEISURE

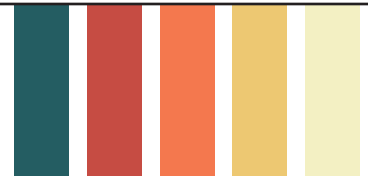
Occupation

- First-Line Supervisors Of Landscaping, Lawn Service, and Groundskeeping Workers
- Reservation and Transportation Ticket Agents and Travel Clerks
- First-Line Supervisors Of Gambling Services Workers
- Tree Trimmers and Pruners
- Gambling Managers
- Entertainment and Recreation Managers, Except Gambling

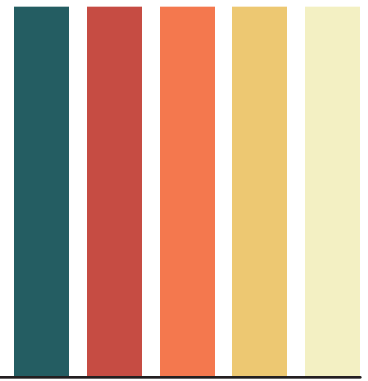


Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Food Service Managers	Culinary & Food Services	Plan, direct, or coordinate activities of an organization or department that serves food and beverages.	2	ECR	319	\$30.22	\$62,860
First-Line Supervisors Of Housekeeping and Janitorial Workers	Accommodations	Directly supervise and coordinate work activities of cleaning personnel in hotels, hospitals, offices, and other establishments.	2	ECR	152	\$21.94	\$45,640
First-Line Supervisors Of Landscaping, Lawn Service, and Groundskeeping Workers	Travel & Leisure	Directly supervise and coordinate activities of workers engaged in landscaping or groundskeeping activities. Work may involve reviewing contracts to ascertain service, machine, and workforce requirements; answering inquiries from potential customers regarding methods, material, and price ranges; and preparing estimates according to labor, material, and machine costs.	3	ERC	93	\$26.79	\$55,730





Technology

Knowledge

Skills

Abilities

Word processing software

Google Docs; Microsoft Word

Point of sale POS software

ClubSoft Food & Beverage Point of Sale; Restaurant Manager

Analytical or scientific software

Aurora FoodPro; SweetWARE nutraCoster

Business

Customer service; Management

Manufactured or Agricultural Goods

Food production; Manufacture and distribution of products

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Social

Changing what is done based on other people's actions; Looking for ways to help people

Resource Management

Selecting and managing the best workers for a job; Managing your time and the time of other people

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Attention

Pay attention to something without being distracted

Electronic mail software

Email software; Microsoft Outlook

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Facility use software; Microsoft Access

Business

Customer service; Management

Arts and Humanities

English language

Education and Training

Teaching and course design

Safety and Government

Public safety and security

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Changing what is done based on other people's actions; Looking for ways to help people

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; order or arrange things

Hand and Finger Use

Put together small parts with your fingers; Hold or move items with your hands

Attention

Do two or more things at the same time

Spreadsheet software

Microsoft Excel

Presentation software

Microsoft PowerPoint

Electronic mail software

Microsoft Outlook

Business

Customer service; Management

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics; Chemistry

Safety and Government

Public safety and security

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Resource Management

Managing your time and the time of other people; Selecting and managing the best workers for a job

Social

Changing what is done based on other people's actions; Teaching people how to do something

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information

Attention

Do two or more things at the same time; Pay attention to something without being distracted

Hand and Finger Use

Keep your arm or hand steady



HOSPITALITY, EVENTS, & TOURISM

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Chefs and Head Cooks	Culinary & Food Services	Direct and may participate in the preparation, seasoning, and cooking of salads, soups, fish, meats, vegetables, desserts, or other foods. May plan and price menu items, order supplies, and keep records and accounts.	3	ERA	67	\$26.52	\$55,170
Reservation and Transportation Ticket Agents and Travel Clerks	Travel & Leisure	Make and confirm reservations for transportation or lodging, or sell transportation tickets. May check baggage and direct passengers to designated concourse, pier, or track; deliver tickets and contact individuals and groups to inform them of package tours; or provide tourists with travel or transportation information.	2	CES	67	\$24.32	\$50,590
Lodging Managers	Accommodations	Plan, direct, or coordinate activities of an organization or department that provides lodging and other accommodations.	4	ECS	56	\$27.14	\$56,440
Meeting, Convention, and Event Planners	Conferences & Events	Coordinate activities of staff, convention personnel, or clients to make arrangements for group meetings, events, or conventions.	4	ECS	43	\$22.89	\$47,600





Technology

Knowledge

Skills

Abilities

Spreadsheet software

Google Sheets; Microsoft Excel

Instant messaging software

GroupMe

Data base user interface and query software

Culinary Software Services ChefTec; ReServe Interactive

Data base user interface and query software

Amadeus Altea Reservation; Microsoft Access

Presentation software

Microsoft PowerPoint

Electronic mail software

Email software; Microsoft Outlook

Electronic mail software

Email software; Microsoft Outlook

Presentation software

Microsoft PowerPoint

Facilities management software

M-Tech Hotel Service Optimization System HotSOS; UniResMan

Project management software

Microsoft Project; Oracle Primavera Enterprise Project Portfolio Management

Word processing software

Google Docs; Microsoft Word

Data base user interface and query software

FileMaker Pro; Microsoft Access

Manufactured or Agricultural Goods

Food production; Manufacture and distribution of products

Business

Customer service; Human resources (HR)

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Education and Training

Teaching and course design

Business

Customer service

Arts and Humanities

English language

Engineering and Technology

Computers and electronics

Safety and Government

Public safety and security

Arts and Humanities

English language

Business

Management; Human resources (HR)

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics; Psychology

Engineering and Technology

Computers and electronics

Business

Customer service; Administrative services

Arts and Humanities

English language

Communications

Multimedia

Engineering and Technology

Computers and electronics

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Talking to others

Social

Changing what is done based on other people's actions; Understanding people's reactions

Resource Management

Managing your time and the time of other people; Selecting and managing the best workers for a job

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Looking for ways to help people; Understanding people's reactions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Looking for ways to help people; Understanding people's reactions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Basic Skills

Listening to others, not interrupting, and asking good questions; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Changing what is done based on other people's actions; Looking for ways to help people

Ideas and Logic

Notice when problems happen; Order or arrange things

Verbal

Communicate by speaking; Listen and understand what people say

Attention

Pay attention to something without being distracted

Do two or more things at the same time

Hand and Finger Use

Hold or move items with your hands

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Order or arrange things; Notice when problems happen

Verbal

Communicate by speaking;

Communicate by writing

Ideas and Logic

Notice when problems happen; Order or arrange things

Math

Choose the right type of math to solve a problem

Verbal

Communicate by speaking;

Communicate by writing

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Attention

Pay attention to something without being distracted; Do two or more things at the same time



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Fundraisers	Conferences & Events	Organize activities to raise funds or otherwise solicit and gather monetary donations or other gifts for an organization. May design and produce promotional materials. May also raise awareness of the organization's work, goals, and financial needs.	4	ECA	28	\$30.64	\$63,740
First-Line Supervisors Of Gambling Services Workers	Travel & Leisure	Directly supervise and coordinate activities of workers in assigned gambling areas. May circulate among tables, observe operations, and ensure that stations and games are covered for each shift. May verify and pay off jackpots. May reset slot machines after payoffs and make repairs or adjustments to slot machines or recommend removal of slot machines for repair. May plan and organize activities and services for guests in hotels/casinos.	2	ECR	24	\$28.02	\$58,280
Tree Trimmers and Pruners	Travel & Leisure	Using sophisticated climbing and rigging techniques, cut away dead or excess branches from trees or shrubs to maintain right-of-way for roads, sidewalks, or utilities, or to improve appearance, health, and value of tree. Prune or treat trees or shrubs using handsaws, hand pruners, clippers, and power pruners. Works off the ground in the tree canopy and may use truck-mounted lifts.	2	R	19	\$24.37	\$50,690

Data Sources:

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Technology

Knowledge

Skills

Abilities

Customer relationship management

CRM software

Blackbaud The Raiser's Edge;
Salesforce software

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Database software; Structured query language SQL

Business

Customer service; Sales and marketing

Arts and Humanities

English language

Communications

Multimedia

Engineering and Technology

Computers and electronics

Basic Skills

Talking to others; Listening to others, not interrupting, and asking good questions

Social

Talking people into changing their minds or their behavior; Bringing people together to solve differences

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking;

Communicate by writing

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Come up with lots of ideas

Math

Add, subtract, multiply, or divide; Choose the right type of math to solve a problem

Office suite software

Corel WordPerfect Office Suite;
Microsoft Office software

Presentation software

Microsoft PowerPoint

Spreadsheet software

Microsoft Excel

Business

Customer service; Management

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics; Psychology

Engineering and Technology

Computers and electronics

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Social

Looking for ways to help people; Understanding people's reactions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Listen and understand what people say; Communicate by speaking

Attention

Pay attention to something without being distracted

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Memory

Remember words, numbers, pictures, or steps

Spreadsheet software

Microsoft Excel

Electronic mail software

Microsoft Outlook

Word processing software

Microsoft Word

Business

Customer service

Engineering and Technology

Mechanical

Basic Skills

Thinking about the pros and cons of different ways to solve a problem;

Keeping track of how well people and/or groups are doing in order to make improvements

Problem Solving

Noticing a problem and figuring out the best way to solve it

Hand and Finger Use

Hold or move items with your hands;

Keep your arm or hand steady

Controlled Movement

Quickly change the controls of a machine, car, truck or boat

Use your arms and/or legs together while sitting, standing, or lying down

Endurance

Exercise for a long time without getting out of breath

Attention

Pay attention to something without being distracted



Career Cluster Map

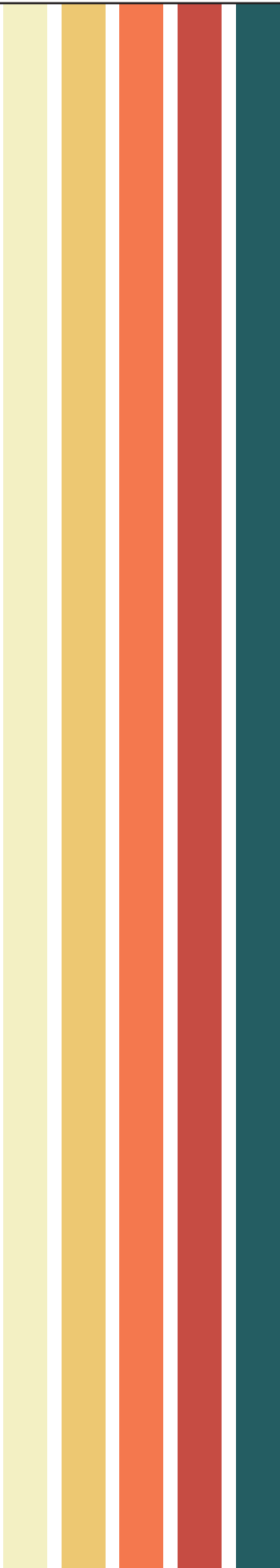
The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Fast Food and Counter Workers Annual Openings = 6437 Median Wage = \$28,650	★ Food Service Managers Annual Openings = 319 Median Wage = \$62,860	★ First-Line Supervisors Of Landscaping, Lawn Service, and Groundskeeping Workers Annual Openings = 93 Median Wage = \$55,730	★ Lodging Managers Annual Openings = 56 Median Wage = \$56,440	Few occupations require the education level of this zone.
Maids and Housekeeping Cleaners Annual Openings = 1106 Median Wage = \$29,760	★ First-Line Supervisors Of Housekeeping and Janitorial Workers Annual Openings = 152 Median Wage = \$45,640	★ Chefs and Head Cooks Annual Openings = 67 Median Wage = \$55,170	★ Meeting, Convention, and Event Planners Annual Openings = 43 Median Wage = \$47,600	
Landscaping and Groundskeeping Workers Annual Openings = 917 Median Wage = \$35,740	★ Reservation and Transportation Ticket Agents and Travel Clerks Annual Openings = 67 Median Wage = \$50,590	Janitors and Cleaners, Except Maids and Housekeeping Cleaners Annual Openings = 2339 Median Wage = \$33,640	★ Fundraisers Annual Openings = 28 Median Wage = \$63,740	
Dining Room and Cafeteria Attendants and Bartender Helpers Annual Openings = 761 Median Wage = \$28,970	★ First-Line Supervisors Of Gambling Services Workers Annual Openings = 24 Median Wage = \$58,280	Tour and Travel Guides Annual Openings = 148 Median Wage = \$35,060	★ Fundraising Managers Annual Openings = 7 Median Wage = \$97,750	
Amusement and Recreation Attendants Annual Openings = 593 Median Wage = \$28,140	★ Tree Trimmers and Pruners Annual Openings = 19 Median Wage = \$50,690	Travel Agents Annual Openings = 23 Median Wage = \$35,250	★ Entertainment and Recreation Managers, Except Gambling Annual Openings = 5 Median Wage = \$78,350	

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system



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Business Management & Administration

The Management & Entrepreneurship Career Cluster involves skills and occupations that are essential across all industries, focusing on business administration, operations optimization, strategic planning, workforce management, and entrepreneurship. It merges key areas such as data management and analysis, human resources, general operations, administrative support, project management, and organizational leadership. This Cluster ensures that businesses across all industries efficiently meet their goals, adapt to market changes, and maintain competitive advantage. By emphasizing entrepreneurship, this Cluster supports the creation of new ventures, driving economic growth and innovation and making it a cornerstone of modern economies.

This Career Cluster is also a Cross-Cutting Cluster as the skills gained through this Career Clusters area are applicable across all Career Clusters. Practitioners are encouraged to combine content from this Cluster across other CTE programs.

Core Skills

- | | |
|-------------------------|---------------------------------|
| Entrepreneurial Mindset | Operations Analysis |
| Regulatory Compliance | Speaking |
| Leadership | Negotiation |
| Project Planning | Business Information Management |
| Workflow Management | Critical Thinking |

Sub-Clusters and Occupations

BUSINESS INFORMATION MANAGEMENT

Occupation

- Business Operations Specialists, All Other
- Management Analysts
- Financial Managers
- Operations Research Analysts
- Statisticians
- Mathematical Science Occupations, All Other

PROJECT MANAGEMENT

Occupation

- Project Management Specialists



ENTREPRENEURSHIP & SMALL BUSINESS

Occupation

- General and Operations Managers
- Business Operations Specialists, All Other
- Managers, All Other
- Project Management Specialists
- Human Resources Specialists
- Management Analysts
- Construction Managers
- Administrative Services Managers
- Public Relations Specialists
- Chefs and Head Cooks
- Human Resources Managers
- Chief Executives
- Facilities Managers
- Public Relations Managers
- Training and Development Managers
- Funeral Home Managers
- Compensation and Benefits Managers
- Personal Service Managers, All Other

LEADERSHIP & OPERATIONS

Occupation

- General and Operations Managers
- Business Operations Specialists, All Other
- Managers, All Other
- Human Resources Specialists
- Executive Secretaries and Executive Administrative Assistants
- Training and Development Specialists
- Administrative Services Managers
- Public Relations Specialists
- Human Resources Managers
- Industrial Production Managers
- Chief Executives
- Facilities Managers
- Labor Relations Specialists
- Purchasing Managers
- Public Relations Managers
- Training and Development Managers
- Compensation and Benefits Managers

REGULATION

Occupation

- Financial Managers
- Compliance Officers
- Occupational Health and Safety Specialists
- Occupational Health and Safety Technicians
- Health and Safety Engineers, Except Mining Safety Engineers and Inspectors

DID YOU KNOW?

On the job, a Human Resources Specialist would:

Interpret and explain human resources policies, procedures, laws, standards, or regulations.

Hire employees and process hiring-related paperwork.

Maintain current knowledge of Equal Employment Opportunity (EEO) and affirmative action guidelines and laws, such as the Americans with Disabilities Act (ADA).

Source: P2C Career Explorer, engage.pathway2careers.com

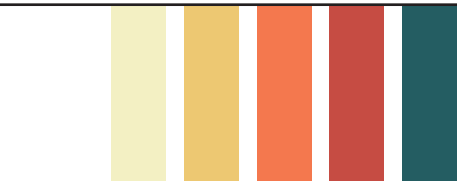




Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
General and Operations Managers	Entrepreneurship & Small Business; Leadership & Operations	Plan, direct, or coordinate the operations of public or private sector organizations, overseeing multiple departments or locations. Duties and responsibilities include formulating policies, managing daily operations, and planning the use of materials and human resources, but are too diverse and general in nature to be classified in any one functional area of management or administration, such as personnel, purchasing, or administrative services. Usually manage through subordinate supervisors. Excludes First-Line Supervisors.	4	ECS	1,596	\$48.17	\$100,200
Project Management Specialists	Entrepreneurship & Small Business; Project Management	Analyze and coordinate the schedule, timeline, procurement, staffing, and budget of a product or service on a per project basis. Lead and guide the work of technical staff. May serve as a point of contact for the client or customer.	4	EC	509	\$49.49	\$102,940
Human Resources Specialists	Entrepreneurship & Small Business; Leadership & Operations	Recruit, screen, interview, or place individuals within an organization. May perform other activities in multiple human resources areas.	4	ECS	412	\$31.34	\$65,180
Management Analysts	Business Information Management; Entrepreneurship & Small Business	Conduct organizational studies and evaluations, design systems and procedures, conduct work simplification and measurement studies, and prepare operations and procedures manuals to assist management in operating more efficiently and effectively. Includes program analysts and management consultants.	4	IRC	389	\$40.80	\$84,870



Technology	Knowledge	Skills	Abilities
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<p>Enterprise resource planning ERP software Microsoft Dynamics; SAP software</p> <p>Data base user interface and query software Blackboard software; Yardi software</p> <p>Customer relationship management CRM software Salesforce software; Sugar CRM</p>	<p>Business Management; Customer service</p> <p>Arts and Humanities English language</p> <p>Manufactured or Agricultural Goods Manufacture and distribution of products</p> <p>Math and Science Arithmetic, algebra, geometry, calculus, or statistics</p>	<p>Basic Skills Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p> <p>Social Changing what is done based on other people's actions; Understanding people's reactions</p>	<p>Verbal Communicate by speaking; Communicate by writing</p> <p>Ideas and Logic Notice when problems happen and use rules to solve problems</p>
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<p>Enterprise resource planning ERP software Oracle PeopleSoft; SAP software</p> <p>Project management software Atlassian Confluence; Microsoft Teams</p> <p>Video creation and editing software Flipgrid; YouTube</p>	<p>Knowledge information for this career will be available soon.</p>	<p>Skills information for this career will be available soon.</p>	<p>Abilities information for this career will be available soon.</p>
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<p>Enterprise resource planning ERP software Microsoft Dynamics; Workday software</p> <p>Data base user interface and query software Blackboard software; LinkedIn</p> <p>Human resources software Oracle Taleo; TempWorks recruiting and staffing software</p>	<p>Business Human resources (HR); Administrative services</p> <p>Arts and Humanities English language</p> <p>Safety and Government Law and government</p> <p>Education and Training Teaching and course design</p>	<p>Basic Skills Talking to others; Listening to others, not interrupting, and asking good questions</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p> <p>Social Looking for ways to help people; Understanding people's reactions</p>	<p>Verbal Communicate by speaking; Listen and understand what people say</p> <p>Ideas and Logic Notice when problems happen; use rules to solve problems</p>
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<p>Web platform development software Google Angular; Spring Framework</p> <p>Data base user interface and query software Blackboard software; Transact-SQL</p> <p>Development environment software Apache Kafka; Apache Maven</p>	<p>Arts and Humanities English language</p> <p>Business Management; customer service</p> <p>Math and Science Arithmetic, algebra, geometry, calculus, or statistics; Psychology</p> <p>Education and Training Teaching and course design</p>	<p>Basic Skills Listening to others, not interrupting, and asking good questions; Reading work related information</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p> <p>People and Technology Systems Thinking about the pros and cons of different options and picking the best one; Measuring how well a system is working and how to improve it</p>	<p>Verbal Communicate by speaking; listen and understand what people say</p> <p>Ideas and Logic Notice when problems happen; Make general rules or come up with answers from lots of detailed information</p>
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High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Executive Secretaries and Executive Administrative Assistants	Leadership & Operations	Provide high-level administrative support by conducting research, preparing statistical reports, and handling information requests, as well as performing routine administrative functions such as preparing correspondence, receiving visitors, arranging conference calls, and scheduling meetings. May also train and supervise lower-level clerical staff.	3	CE	334	\$34.58	\$71,930
Construction Managers	Entrepreneurship & Small Business	Plan, direct, or coordinate, usually through subordinate supervisory personnel, activities concerned with the construction and maintenance of structures, facilities, and systems. Participate in the conceptual development of a construction project and oversee its organization, scheduling, budgeting, and implementation. Includes managers in specialized construction fields, such as carpentry or plumbing.	4	ERC	263	\$48.36	\$100,580
Training and Development Specialists	Leadership & Operations	Design or conduct work-related training and development programs to improve individual skills or organizational performance. May analyze organizational training needs or evaluate training effectiveness.	4	SAC	256	\$30.33	\$63,090
Financial Managers	Business Information Management; Regulation	Plan, direct, or coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office, or department of an establishment.	4	ECS	224	\$58.74	\$122,180



Technology	Knowledge	Skills	Abilities
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Enterprise resource planning ERP software

Oracle PeopleSoft
SAP software
 Web page creation and editing software
Facebook
 Google Sites
 Graphics or photo imaging software
 Adobe Illustrator
 JamBoard

Business
 Administrative services; Customer service
Arts and Humanities
 English language
Engineering and Technology
 Computers and electronics

Basic Skills
 Listening to others, not interrupting, and asking good questions; Reading work related information
Social
 Looking for ways to help people; Changing what is done based on other people's actions

Verbal
 Communicate by speaking; Communicate by writing
Ideas and Logic
 Order or arrange things; Notice when problems happen

Data base user interface and query software

Database software; Yardi software
Cloud-based data access and sharing software
 Dropbox; Microsoft SharePoint
Project management software
 HCSS HeavyJob; Oracle Primavera
 Enterprise Project Portfolio Management

Engineering and Technology
 Building and construction; Product and service development
Business
 Management; Customer service
Math and Science
 Arithmetic, algebra, geometry, calculus, or statistics
 Manufactured or Agricultural Goods
 Manufacture and distribution of products

Basic Skills
 Listening to others, not interrupting, and asking good questions; Thinking about the pros and cons of different ways to solve a problem
Problem Solving
 Noticing a problem and figuring out the best way to solve it
Resource Management
 Selecting and managing the best workers for a job; Managing your time and the time of other people

Verbal
 Communicate by speaking; Listen and understand what people say
Ideas and Logic
 Notice when problems happen; Order or arrange things
Math
 Choose the right type of math to solve a problem; Add, subtract, multiply, or divide
 Visual Understanding
 See hidden patterns

Web platform development software

Django; Drupal
Computer based training software
 Common Curriculum; Moodle
Graphics or photo imaging software
 Adobe Systems Adobe Creative Cloud software; Adobe Systems Adobe Illustrator

Education and Training
 Teaching and course design
Business
 Customer service; Human resources (HR)
Arts and Humanities
 English language
 Math and Science
 Psychology

Basic Skills
 Talking to others; Using the best training or teaching strategies for learning new things
Social
 Teaching people how to do something; Understanding people's reactions
People and Technology Systems
 Thinking about the pros and cons of different options and picking the best one; Measuring how well a system is working and how to improve it

Verbal
 Communicate by speaking; Communicate by writing
Ideas and Logic
 Come up with lots of ideas; Notice when problems happen
Memory
 Remember words, numbers, pictures, or steps

Enterprise resource planning ERP software

Microsoft Dynamics; SAP software
Presentation software
 Microsoft PowerPoint
Data base user interface and query software
 Microsoft SQL Server; Yardi software

Business
 Customer service; Management
Math and Science
 Arithmetic, algebra, geometry, calculus, or statistics
Safety and Government
 Law and government
 Arts and Humanities
 English language

Basic Skills
 Listening to others, not interrupting, and asking good questions; Reading work related information
Problem Solving
 Noticing a problem and figuring out the best way to solve it
Social
 Changing what is done based on other people's actions; Looking for ways to help people

Verbal
 Communicate by speaking; Listen and understand what people say
Ideas and Logic
 Use rules to solve problems; Make general rules or come up with answers from lots of detailed information
Math
 Add, subtract, multiply, or divide; Choose the right type of math to solve a problem
Visual Understanding
 See hidden patterns



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Compliance Officers	Regulation	Examine, evaluate, and investigate eligibility for or conformity with laws and regulations governing contract compliance of licenses and permits, and perform other compliance and enforcement inspection and analysis activities not classified elsewhere.	4	ECS	223	\$32.52	\$67,640
Administrative Services Managers	Entrepreneurship & Small Business; Leadership & Operations	Plan, direct, or coordinate one or more administrative services of an organization, such as records and information management, mail distribution, and other office support services.	3	EC	194	\$50.25	\$104,520

Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology	Knowledge	Skills	Abilities
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Data base user interface and query software
Database software; Microsoft Access

Presentation software
Microsoft PowerPoint

Spreadsheet software
Microsoft Excel

Safety and Government
Law and government; Public safety and security

Arts and Humanities
English language

Business
Customer service; Management
Engineering and Technology
Computers and electronics

Basic Skills
Reading work related information;
Talking to others

Problem Solving
Noticing a problem and figuring out the best way to solve it

Social
Understanding people's reactions;
Talking people into changing their minds or their behavior

Verbal
Communicate by speaking;
Communicate by writing

Ideas and Logic
Use rules to solve problems; Notice when problems happen

Enterprise resource planning ERP software
Oracle PeopleSoft; SAP software

Word processing software
Google Docs; Microsoft Word

Data base user interface and query software
Microsoft Access; Yardi software

Business
Customer service; Management

Arts and Humanities
English language

Engineering and Technology
Computers and electronics
Math and Science
Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills
Listening to others, not interrupting, and asking good questions; Reading work related information

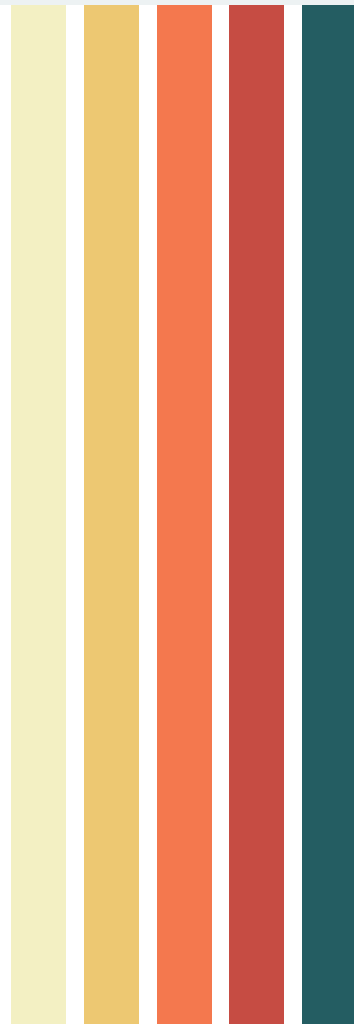
Social
Changing what is done based on other people's actions; Bringing people together to solve differences

Resource Management
Managing your time and the time of other people; Selecting and managing the best workers for a job

Verbal
Communicate by speaking; Listen and understand what people say

Ideas and Logic
Use rules to solve problems; Make general rules or come up with answers from lots of detailed information

Attention
Do two or more things at the same time; Pay attention to something without being distracted





Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

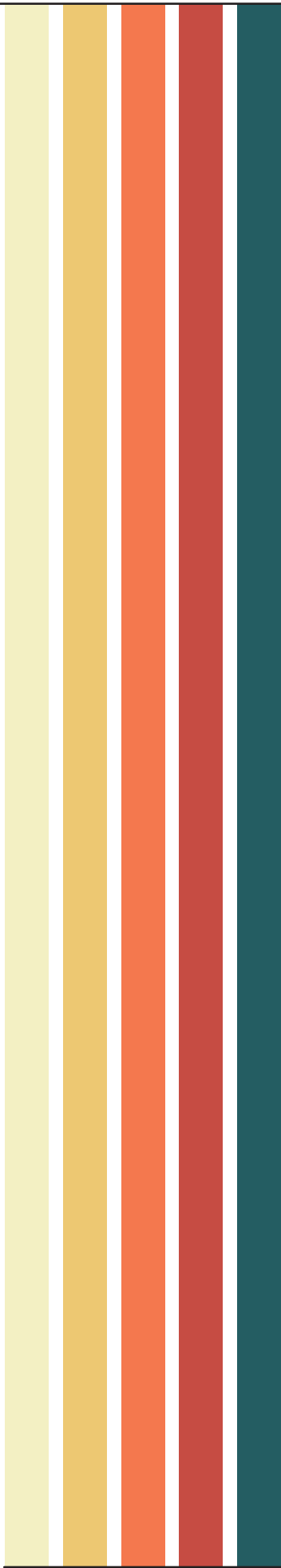


Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Few occupations require the education level of this zone.	<p>★ Managers, All Other Annual Openings = 633 Median Wage = \$127,060</p>	<p>★ Executive Secretaries and Executive Administrative Assistants Annual Openings = 334 Median Wage = \$71,930</p>	<p>★ General and Operations Managers Annual Openings = 1596 Median Wage = \$100,200</p>	<p>★ Chief Executives Annual Openings = 45 Median Wage = \$148,790</p>
	<p>Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Annual Openings = 2864 Median Wage = \$42,960</p>	<p>★ Administrative Services Managers Annual Openings = 194 Median Wage = \$104,520</p>	<p>★ Business Operations Specialists, All Other Annual Openings = 754 Median Wage = \$76,490</p>	<p>★ Operations Research Analysts Annual Openings = 44 Median Wage = \$77,930</p>
	<p>Office Clerks, General Annual Openings = 1593 Median Wage = \$36,310</p>	<p>★ Chefs and Head Cooks Annual Openings = 67 Median Wage = \$55,170</p>	<p>★ Project Management Specialists Annual Openings = 509 Median Wage = \$102,940</p>	<p>★ Statisticians Annual Openings = 30 Median Wage = \$86,310</p>
	<p>Cooks, Institution and Cafeteria Annual Openings = 596 Median Wage = \$34,240</p>	<p>★ Occupational Health and Safety Technicians Annual Openings = 50 Median Wage = \$75,920</p>	<p>★ Human Resources Specialists Annual Openings = 412 Median Wage = \$65,180</p>	<p>Industrial-Organizational Psychologists Annual Openings = *** Median Wage = \$230,200</p>
	<p>Order Clerks Annual Openings = 33 Median Wage = \$37,350</p>	<p>★ Facilities Managers Annual Openings = 37 Median Wage = \$104,270</p>	<p>★ Management Analysts Annual Openings = 389 Median Wage = \$84,870</p>	<p>Economists Annual Openings = *** Median Wage = \$82,490</p>



Data Sources

Aligned with O*NET job zone classification system



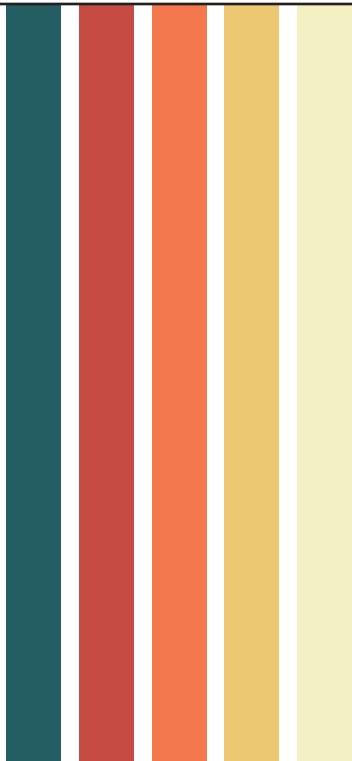
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Marketing

The Marketing & Sales Career Cluster focuses on promoting products, understanding consumer needs, engaging with communities, and driving sales. It integrates digital marketing, data analysis, brand promotion, customer relationship management, strategic communications, human-centered design, and retail strategies to build strong customer connections and support business growth. This Cluster is essential in all industries for creating value, effectively reaching and engaging target audiences, and achieving commercial success in a competitive marketplace.

This Career Cluster is also a Cross-Cutting Cluster as the skills gained through this Career Clusters area are applicable across all Career Clusters. Practitioners are encouraged to combine content from this Cluster across other CTE programs.



Core Skills

- | | |
|-----------------------------------|----------------------------------|
| Persuasion | Speaking |
| Negotiation | Mathematics |
| Service Orientation | Active Listening |
| Management of Financial Resources | Management of Material Resources |
| Social Perceptiveness | Coordination |

Sub-Clusters and Occupations

MARKET RESEARCH, ANALYTICS, & ETHICS

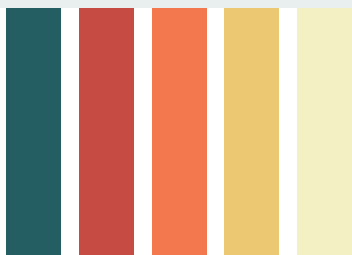
Occupation

- Market Research Analysts and Marketing Specialists
- Data Scientists
- Statisticians

MARKETING & ADVERTISING

Occupation

- Marketing Managers
- Advertising and Promotions Managers





RETAIL & CUSTOMER EXPERIENCE

Occupation

- First-Line Supervisors Of Retail Sales Workers
- Sales Managers
- First-Line Supervisors Of Non-Retail Sales Workers

STRATEGIC SALES

Occupation

- Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products
- Sales Representatives Of Services, Except Advertising, Insurance, Financial Services, and Travel
- Buyers and Purchasing Agents
- Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

DID YOU KNOW?

On the job, a Marketing Manager would: Identify, develop, or evaluate marketing strategy, based on knowledge of establishment objectives, market characteristics, and cost and markup factors.

Formulate, direct, or coordinate marketing activities or policies to promote products or services, working with advertising or promotion managers.

Evaluate the financial aspects of product development, such as budgets, expenditures, research and development appropriations, or return-on-investment and profit-loss projections.

Source: P2C Career Explorer, engage.pathway2careers.com





Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
First-Line Supervisors Of Retail Sales Workers	Retail & Customer Experience	Directly supervise and coordinate activities of retail sales workers in an establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties.	2	ECS	1,009	\$21.92	\$45,600
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Strategic Sales	Sell goods for wholesalers or manufacturers to businesses or groups of individuals. Work requires substantial knowledge of items sold.	4	CE	399	\$28.38	\$59,020
Sales Representatives Of Services, Except Advertising, Insurance, Financial Services, and Travel	Strategic Sales	Sell services to individuals or businesses. May describe options or resolve client problems.	2	ECS	368	\$30.91	\$64,290
Market Research Analysts and Marketing Specialists	Market Research, Analytics, & Ethics	Research conditions in local, regional, national, or online markets. Gather information to determine potential sales of a product or service, or plan a marketing or advertising campaign. May gather information on competitors, prices, sales, and methods of marketing and distribution. May employ search marketing tactics, analyze web metrics, and develop recommendations to increase search engine ranking and visibility to target markets.	4	IRC	199	\$28.94	\$60,200



Technology

Knowledge

Skills

Abilities

Data base user interface and query software

Oracle Database; Yardi software

Video creation and editing software

Apple Final Cut Pro; YouTube

Point of sale POS software

CyberMatrix POS; Plexis Software
Plexis POS

Business

Customer service; Management

Arts and Humanities

English language

Education and Training

Teaching and course design
Engineering and Technology
Computers and electronics

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Looking for ways to help people; Changing what is done based on other people's actions

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Order or arrange things

Enterprise resource planning ERP software

Microsoft Dynamics; SAP software

Data base user interface and query software

Blackboard software; Yardi software

Customer relationship management CRM software

Salesforce software; Soffront CRM Portal

Business

Sales and marketing; Customer service

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics
Transportation
Movement of people or goods by air, rail, sea, or road

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Bringing people together to solve differences; Talking people into changing their minds or their behavior

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Come up with lots of ideas; Group things in different ways

Spreadsheet software

Microsoft Excel

Graphics or photo imaging software

JamBoard

Electronic mail software

Microsoft Outlook

Knowledge information for this career will be available soon.

Skills information for this career will be available soon.

Abilities information for this career will be available soon.

Analytical or scientific software

IBM SPSS Statistics; The MathWorks
MATLAB

Data base user interface and query software

Airtable; Amazon Redshift

Information retrieval or search software

LexisNexis; Verispan Patient Parameters

Arts and Humanities

English language

Business

Customer service; Sales and marketing

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics; Sociology and anthropology
Communications
Multimedia

Basic Skills

Reading work related information; Thinking about the pros and cons of different ways to solve a problem

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Communicate by speaking;
Communicate by writing

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Come up with lots of ideas

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Sales Managers	Retail & Customer Experience	Plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.	4	EC	115	\$51.12	\$106,330
First-Line Supervisors Of Non-Retail Sales Workers	Retail & Customer Experience	Directly supervise and coordinate activities of sales workers other than retail sales workers. May perform duties such as budgeting, accounting, and personnel work, in addition to supervisory duties.	4	ECS	102	\$35.76	\$74,370
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Strategic Sales	Sell goods for wholesalers or manufacturers where technical or scientific knowledge is required in such areas as biology, engineering, chemistry, and electronics, normally obtained from at least 2 years of postsecondary education.	4	EC	80	\$37.45	\$77,900
Marketing Managers	Marketing & Advertising	Plan, direct, or coordinate marketing policies and programs, such as determining the demand for products and services offered by a firm and its competitors, and identify potential customers. Develop pricing strategies with the goal of maximizing the firm's profits or share of the market while ensuring the firm's customers are satisfied. Oversee product development or monitor trends that indicate the need for new products and services.	4	EC	66	\$56.95	\$118,460



Technology

Knowledge

Skills

Abilities

Enterprise resource planning ERP software

Microsoft Dynamics; SAP software

Data base user interface and query software

Airtable; Yardi software

Customer relationship management CRM software

Eden Sales Manager; Salesforce software

Business

Sales and marketing; Customer service

Arts and Humanities

English language

Education and Training

Teaching and course design

Engineering and Technology

Computers and electronics

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Bringing people together to solve differences; Talking people into changing their minds or their behavior

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking;

Communicate by writing

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Customer relationship management CRM software

Oracle Eloqua; Salesforce software

Video creation and editing software

YouTube

Video conferencing software

Cisco Webex; Fuze cloud communications and collaboration software

Business

Customer service; Management

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Education and Training

Teaching and course design

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Changing what is done based on other people's actions; Understanding people's reactions

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Use rules to solve problems

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide

Enterprise resource planning ERP software

Microsoft Dynamics; SAP software

Video conferencing software

LogMeIn GoToMeeting; Zoom

Customer relationship management CRM software

Salesforce software; Sybase iAnywhere Sales Anywhere

Business

Customer service; Sales and marketing

Arts and Humanities

English language

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Manufactured or Agricultural Goods

Manufacture and distribution of products

Basic Skills

Talking to others; Listening to others, not interrupting, and asking good questions

Social

Talking people into changing their minds or their behavior; Bringing people together to solve differences

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Use rules to solve problems; Come up with lots of ideas

Memory

Remember words, numbers, pictures, or steps

Data base user interface and query software

Airtable; Amazon Redshift

Web platform development software

Oracle JavaServer Pages JSP; Ruby on Rails

Customer relationship management CRM software

QAD Marketing Automation; Salesforce software

Business

Sales and marketing; Management

Arts and Humanities

English language

Communications

Multimedia

Engineering and Technology

Computers and electronics

Basic Skills

Figuring out how to use new ideas or things; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Measuring how well a system is working and how to improve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Use rules to solve problems; Come up with lots of ideas

Math

Add, subtract, multiply, or divide; Choose the right type of math to solve a problem



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Data Scientists	Market Research, Analytics, & Ethics	Develop and implement a set of techniques or analytics applications to transform raw data into meaningful information using data-oriented programming languages and visualization software. Apply data mining, data modeling, natural language processing, and machine learning to extract and analyze information from large structured and unstructured datasets. Visualize, interpret, and report data findings. May create dynamic data reports.	4	IC	56	\$40.88	\$85,040
Statisticians	Market Research, Analytics, & Ethics	Develop or apply mathematical or statistical theory and methods to collect, organize, interpret, and summarize numerical data to provide usable information. May specialize in fields such as biostatistics, agricultural statistics, business statistics, or economic statistics. Includes mathematical and survey statisticians.	5	CI	30	\$41.50	\$86,310

Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology

Knowledge

Skills

Abilities

Data base user interface and query software

Amazon Elastic Compute Cloud EC2;
PyTorch

Presentation software

Microsoft PowerPoint

Object or component oriented development software

C#; Scala

Knowledge information for this career will be available soon.

Skills information for this career will be available soon.

Abilities information for this career will be available soon.

Analytical or scientific software

IBM SPSS Statistics; The MathWorks
MATLAB

Presentation software

Microsoft PowerPoint

Object or component oriented development software

C++; R

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Engineering and Technology

Computers and electronics

Arts and Humanities

English language

Basic Skills

Using math to solve problems; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide

Verbal

Read and understand what is written; Communicate by speaking

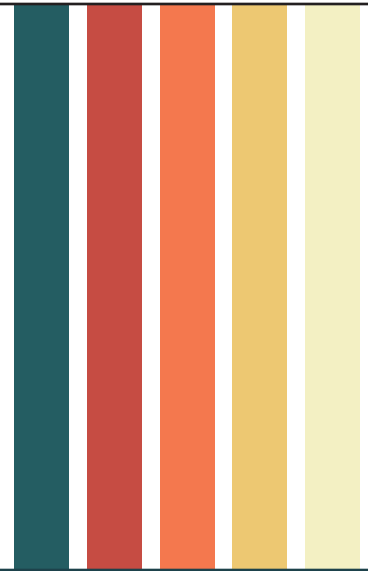
Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Use rules to solve problems



Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

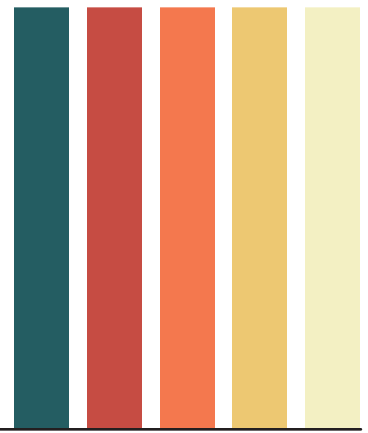


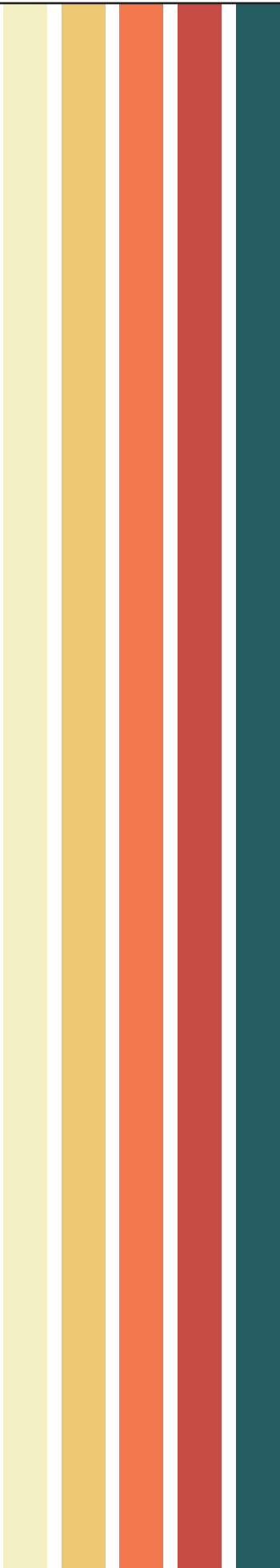
Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
<p>Sales and Related Workers, All Other Annual Openings = 33 Median Wage = \$35,490</p>	<p>★ First-Line Supervisors Of Retail Sales Workers Annual Openings = 1009 Median Wage = \$45,600</p>	<p>Photographers Annual Openings = 60 Median Wage = \$41,600</p>	<p>★ Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products Annual Openings = 399 Median Wage = \$59,020</p>	<p>★ Statisticians Annual Openings = 30 Median Wage = \$86,310</p>
<p>Few occupations require the education level of this zone.</p>	<p>★ Sales Representatives Of Services, Except Advertising, Insurance, Financial Services, and Travel Annual Openings = 368 Median Wage = \$64,290</p>	<p>Computer, Automated Teller, and Office Machine Repairers Annual Openings = 38 Median Wage = \$42,320</p>	<p>★ Buyers and Purchasing Agents Annual Openings = 234 Median Wage = \$72,840</p>	<p>Few occupations require the education level of this zone.</p>
	<p>Retail Salespersons Annual Openings = 4074 Median Wage = \$31,360</p>	<p>Few occupations require the education level of this zone.</p>	<p>★ Market Research Analysts and Marketing Specialists Annual Openings = 199 Median Wage = \$60,200</p>	
	<p>Cashiers Annual Openings = 3158 Median Wage = \$29,230</p>		<p>★ Sales Managers Annual Openings = 115 Median Wage = \$106,330</p>	
	<p>Customer Service Representatives Annual Openings = 2479 Median Wage = \$38,060</p>		<p>★ First-Line Supervisors Of Non-Retail Sales Workers Annual Openings = 102 Median Wage = \$74,370</p>	

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system





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Public Service & Safety

The Public Service & Safety Career Cluster encompasses roles in local, state, and federal government; legal and justice systems; security; and military operations, all aimed at promoting civic responsibility and ensuring the well-being, security, functionality, and resilience of communities, states, and countries.

Core Skills

- | | |
|-----------------------|---------------------------------|
| Negotiation | Policy Analysis |
| Persuasion | Emergency Preparedness Planning |
| Speaking | Writing |
| Social Perceptiveness | Critical Thinking |
| Active Listening | Judgement & Decision Making |

Sub-Clusters and Occupations

EMERGENCY RESPONSE

Occupation

- Police and Sheriff’s Patrol Officers
- First-Line Supervisors Of Firefighting and Prevention Workers
- Emergency Management Directors

JUDICIAL SYSTEMS

Occupation

- | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Paralegals and Legal Assistants • Lawyers • Interpreters and Translators • Forensic Science Technicians • Judges, Magistrate Judges, and Magistrates | <ul style="list-style-type: none"> • Administrative Law Judges, Adjudicators, and Hearing Officers • Legal Support Workers, All Other • Court Reporters and Simultaneous Captioners |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



LOCAL, STATE, & FEDERAL SERVICES

Occupation

- Managers, All Other
- Management Analysts
- Compliance Officers
- Postal Service Mail Carriers
- Detectives and Criminal Investigators
- Community Health Workers
- Social and Community Service Managers
- Environmental Scientists and Specialists, Including Health
- Court, Municipal, and License Clerks
- Information and Record Clerks, All Other
- Civil Engineers
- First-Line Supervisors Of Police and Detectives
- Eligibility Interviewers, Government Programs
- Construction and Building Inspectors
- Human Resources Managers
- Postal Service Clerks
- Physicists
- Environmental Science and Protection Technicians, Including Health
- Budget Analysts
- Conservation Scientists
- Facilities Managers
- Urban and Regional Planners
- Postal Service Mail Sorters, Processors, and Processing Machine Operators
- Statisticians
- First-Line Supervisors Of Protective Service Workers, All Other
- Anthropologists and Archeologists
- Social Scientists and Related Workers, All Other
- Social Science Research Assistants
- Tax Examiners and Collectors, and Revenue Agents
- Training and Development Managers
- Postmasters and Mail Superintendents
- Epidemiologists
- Atmospheric and Space Scientists

MILITARY & NATIONAL SECURITY

Occupation

- Managers, All Other
- Detectives and Criminal Investigators
- First-Line Supervisors Of Police and Detectives
- First-Line Supervisors Of Security Workers
- Computer Occupations, All Other
- Physicists
- First-Line Supervisors Of Protective Service Workers, All Other
- Emergency Management Directors
- Atmospheric and Space Scientists

PUBLIC SAFETY

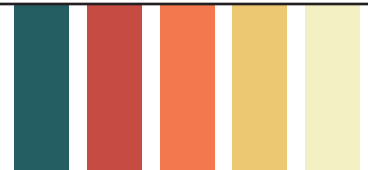
Occupation

- Police and Sheriff's Patrol Officers
- Compliance Officers
- Protective Service Workers, All Other
- Detectives and Criminal Investigators
- First-Line Supervisors Of Police and Detectives
- Public Safety Telecommunicators
- First-Line Supervisors Of Security Workers
- Probation Officers and Correctional Treatment Specialists
- First-Line Supervisors Of Correctional Officers
- First-Line Supervisors Of Protective Service Workers, All Other
- Private Detectives and Investigators
- Transportation Security Screeners
- Fire Inspectors and Investigators
- Forest Fire Inspectors and Prevention Specialists



Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Police and Sheriff's Patrol Officers	Emergency Response; Public Safety	Maintain order and protect life and property by enforcing local, tribal, state, or federal laws and ordinances. Perform a combination of the following duties: patrol a specific area; direct traffic; issue traffic summonses; investigate accidents; apprehend and arrest suspects, or serve legal processes of courts. Includes police officers working at educational institutions.	3	ERS	402	\$30.45	\$63,340
Management Analysts	Local, State, & Federal Services	Conduct organizational studies and evaluations, design systems and procedures, conduct work simplification and measurement studies, and prepare operations and procedures manuals to assist management in operating more efficiently and effectively. Includes program analysts and management consultants.	4	IRC	389	\$40.80	\$84,870
Compliance Officers	Local, State, & Federal Services; Public Safety	Examine, evaluate, and investigate eligibility for or conformity with laws and regulations governing contract compliance of licenses and permits, and perform other compliance and enforcement inspection and analysis activities not classified elsewhere.	4	ECS	223	\$32.52	\$67,640
Paralegals and Legal Assistants	Judicial Systems	Assist lawyers by investigating facts, preparing legal documents, or researching legal precedent. Conduct research to support a legal proceeding, to formulate a defense, or to initiate legal action.	3	CIE	177	\$27.22	\$56,620





Technology

Knowledge

Skills

Abilities

Data base user interface and query software

Database software; Microsoft Access

Presentation software

Microsoft PowerPoint

Graphics or photo imaging software

Computer aided composite drawing software; SmugMug Flickr

Safety and Government

Law and government; Public safety and security

Arts and Humanities

English language

Math and SciencePsychology; Geography
Business
Customer service**Basic Skills**

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Understanding people's reactions; Changing what is done based on other people's actions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information

Visual UnderstandingSee hidden patterns; Quickly know what you are looking at
Physical Strength
Use your lower back and stomach**Web platform development software**

Google Angular; Spring Framework

Data base user interface and query software

Blackboard software; Transact-SQL

Development environment software

Apache Kafka; Apache Maven

Arts and Humanities

English language

Business

Management; Customer service

Math and ScienceArithmetic, algebra, geometry, calculus, or statistics; Psychology
Education and Training
Teaching and course design**Basic Skills**

Listening to others, not interrupting, and asking good questions; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Measuring how well a system is working and how to improve it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information

Data base user interface and query software

Database software; Microsoft Access

Presentation software

Microsoft PowerPoint

Spreadsheet software

Microsoft Excel

Safety and Government

Law and government; Public safety and security

Arts and Humanities

English language

BusinessCustomer service; Management
Engineering and Technology
Computers and electronics**Basic Skills**

Reading work related information; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Talking people into changing their minds or their behavior

Verbal

Communicate by speaking; Communicate by writing

Ideas and Logic

Use rules to solve problems; Notice when problems happen

Document management software

Adobe Systems Adobe Acrobat; Document management system software

Word processing software

Google Docs; Microsoft Word

Information retrieval or search softwareLexisNexis; Thomson CompuMark
SAEGIS**Arts and Humanities**

English language

Business

Administrative services; Customer service

Safety and GovernmentLaw and government
Engineering and Technology
Computers and electronics**Basic Skills**

Reading work related information; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Read and understand what is written; Communicate by speaking

Ideas and Logic

Notice when problems happen; Make general rules or come up with answers from lots of detailed information



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Lawyers	Judicial Systems	Represent clients in criminal and civil litigation and other legal proceedings, draw up legal documents, or manage or advise clients on legal transactions. May specialize in a single area or may practice broadly in many areas of law.	5	EI	158	\$54.09	\$112,500
Postal Service Mail Carriers	Local, State, & Federal Services	Sort and deliver mail for the United States Postal Service (USPS). Deliver mail on established route by vehicle or on foot. Includes postal service mail carriers employed by USPS contractors.	2	CR	136	\$26.70	\$55,540
Detectives and Criminal Investigators	Local, State, & Federal Services; Military & National Security; Public Safety	Conduct investigations related to suspected violations of federal, state, or local laws to prevent or solve crimes.	3	EIC	135	\$41.75	\$86,840
Community Health Workers	Local, State, & Federal Services	Promote health within a community by assisting individuals to adopt healthy behaviors. Serve as an advocate for the health needs of individuals by assisting community residents in effectively communicating with healthcare providers or social service agencies. Act as liaison or advocate and implement programs that promote, maintain, and improve individual and overall community health. May deliver health-related preventive services such as blood pressure, glaucoma, and hearing screenings. May collect data to help identify community health needs.	4	SIE	125	\$34.23	\$71,210



Technology

Knowledge

Skills

Abilities

Data base user interface and query software

LexisNexis CaseMap; Microsoft Access

Presentation software

IDEA TrialPro; Microsoft PowerPoint

Document management software

Adobe Systems Adobe Acrobat; Microsoft Office SharePoint Server MOSS

Safety and Government

Law and government

Arts and Humanities

English language

Business

Customer service; Administrative services

Engineering and Technology

Computers and electronics

Basic Skills

Talking to others; Listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Bringing people together to solve differences; Talking people into changing their minds or their behavior

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Use rules to solve problems; Make general rules or come up with answers from lots of detailed information

Attention

Pay attention to something without being distracted

Office suite software

Microsoft Office software

Data base user interface and query software

Address Management System AMS; End of Run Report EOR

Enterprise resource planning ERP software

Delivery operations information system DOIS

Business

Customer service; Sales and marketing

Arts and Humanities

English language

Safety and Government

Public safety and security

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Hand and Finger Use

Keep your arm or hand steady

Endurance

Exercise for a long time without getting out of breath

Graphics or photo imaging software

Adobe Systems Adobe Photoshop; Graphics software

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Microsoft Access; Structured query language SQL

Safety and Government

Law and government; Public safety and security

Arts and Humanities

English language

Business

Customer service; Administrative services

Math and Science

Psychology

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Understanding people's reactions; Changing what is done based on other people's actions

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Visual Understanding

See hidden patterns; Quickly know what you are looking at

Attention

Do two or more things at the same time

Office suite software

Google Workspace software; Microsoft Office software

Video conferencing software

Zoom

Data base user interface and query software

Client databases; Microsoft Access

Business

Customer service; Management

Arts and Humanities

English language

Education and Training

Teaching and course design

Health

Medicine and dentistry

Basic Skills

Listening to others, not interrupting, and asking good questions; Talking to others

Social

Understanding people's reactions; Looking for ways to help people

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Notice when problems happen; Use rules to solve problems



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Social and Community Service Managers	Local, State, & Federal Services	Plan, direct, or coordinate the activities of a social service program or community outreach organization. Oversee the program or organization's budget and policies regarding participant involvement, program requirements, and benefits. Work may involve directing social workers, counselors, or probation officers.	4	ES	124	\$37.10	\$77,160
Environmental Scientists and Specialists, Including Health	Local, State, & Federal Services	Conduct research or perform investigation for the purpose of identifying, abating, or eliminating sources of pollutants or hazards that affect either the environment or public health. Using knowledge of various scientific disciplines, may collect, synthesize, study, report, and recommend action based on data derived from measurements or observations of air, food, soil, water, and other sources.	4	IRC	123	\$38.10	\$79,250

Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology

Knowledge

Skills

Abilities

Spreadsheet software

IBM Lotus 1-2-3; Microsoft Excel

Presentation software

Microsoft PowerPoint

Data base user interface and query software

FileMaker Pro; Microsoft Access

Business

Customer service; Management

Arts and Humanities

English language

Math and Science

Psychology; Sociology and anthropology

Education and Training

Teaching and course design

Basic Skills

Figuring out how to use new ideas or things; Keeping track of how well people and/or groups are doing in order to make improvements

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

Communicate by speaking; Listen and understand what people say

Ideas and Logic

Notice when problems happen; Use rules to solve problems

Analytical or scientific software

Laboratory information management system LIMS; Wolfel IMMI

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Microsoft Access; Structured query language SQL

Arts and Humanities

English language

Math and Science

Biology; Chemistry

Business

Customer service; Administrative services

Safety and Government

Law and government

Basic Skills

Listening to others, not interrupting, and asking good questions; Reading work related information

Problem Solving

Noticing a problem and figuring out the best way to solve it

Social

Changing what is done based on other people's actions; Teaching people how to do something

Verbal

Listen and understand what people say; Read and understand what is written

Ideas and Logic

Notice when problems happen; Use rules to solve problem

Math

Choose the right type of math to solve a problem; Add, subtract, multiply, or divide



Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.



JOB ZONE 1 HIGH SCHOOL DIPLOMA OR LESS	JOB ZONE 2 HIGH SCHOOL DIPLOMA	JOB ZONE 3 CERTIFICATE OR ASSOCIATE’S DEGREE	JOB ZONE 4 BACHELOR’S DEGREE	JOB ZONE 5 MASTER’S OR DOCTORATE DEGREE
Grounds Maintenance Workers, All Other Annual Openings = 8 Median Wage = \$34,880	★ Managers, All Other Annual Openings = 633 Median Wage = \$127,060	★ Police and Sheriff’s Patrol Officers Annual Openings = 402 Median Wage = \$63,340	★ Management Analysts Annual Openings = 389 Median Wage = \$84,870	★ Lawyers Annual Openings = 158 Median Wage = \$112,500
Few occupations require the education level of this zone.	★ Protective Service Workers, All Other Annual Openings = 208 Median Wage = \$66,640	★ Paralegals and Legal Assistants Annual Openings = 177 Median Wage = \$56,620	★ Compliance Officers Annual Openings = 223 Median Wage = \$67,640	★ Physicists Annual Openings = 60 Median Wage = \$175,960
	★ Postal Service Mail Carriers Annual Openings = 136 Median Wage = \$55,540	★ Detectives and Criminal Investigators Annual Openings = 135 Median Wage = \$86,840	★ Community Health Workers Annual Openings = 125 Median Wage = \$71,210	★ Urban and Regional Planners Annual Openings = 36 Median Wage = \$66,570
	★ Court, Municipal, and License Clerks Annual Openings = 120 Median Wage = \$45,010	★ Eligibility Interviewers, Government Programs Annual Openings = 75 Median Wage = \$50,960	★ Social and Community Service Managers Annual Openings = 124 Median Wage = \$77,160	★ Statisticians Annual Openings = 30 Median Wage = \$86,310
	★ Information and Record Clerks, All Other Annual Openings = 110 Median Wage = \$48,530	★ Computer Occupations, All Other Annual Openings = 72 Median Wage = \$102,500	★ Environmental Scientists and Specialists, Including Health Annual Openings = 123 Median Wage = \$79,250	★ Anthropologists and Archeologists Annual Openings = 24 Median Wage = \$65,410



* There are no occupations in this Job Zone for this cluster.

Data Sources
Aligned with O*NET job zone classification system



DID YOU KNOW?

On the job, Urban and Regional Planners would: Design, promote, or administer government plans or policies affecting land use, zoning, public utilities, community facilities, housing, or transportation.

Advise planning officials on project feasibility, cost-effectiveness, regulatory conformance, or possible alternatives.

Create, prepare, or requisition graphic or narrative reports on land use data, including land area maps overlaid with geographic variables, such as population density.

Source: P2C Career Explorer, engage.pathway2careers.com





Supply Chain & Transportation

The Supply Chain & Transportation Career Cluster encompasses the transfer, coordination, and management of goods from production to consumption, ensuring efficient movement across various modes of transportation including air, ground, and water, as well as maintenance of the respective transport modes. This Cluster integrates logistics and distribution networks to facilitate the seamless flow of materials and products, playing a crucial role in global commerce, economic development, and community health.

Core Skills

- | | |
|---------------------|----------------------------------|
| Repairing | Supply Chain Analysis |
| Operation & Control | Operation Monitoring |
| Fleet Management | Quality Control Analysis |
| Troubleshooting | Procurement |
| Equipment Selection | Management of Material Resources |

Sub-Clusters and Occupations

AIR & SPACE TRANSPORTATION

Occupation

- | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Natural Sciences Managers • Aircraft Service Attendants • Air Traffic Controllers | <ul style="list-style-type: none"> • Aircraft Cargo Handling Supervisors • Airfield Operations Specialists |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|

GROUND & RAIL TRANSPORTATION

Occupation

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Heavy and Tractor-Trailer Truck Drivers • Bus Drivers, School • Industrial Truck and Tractor Operators | <ul style="list-style-type: none"> • Motor Vehicle Operators, All Other • Cargo and Freight Agents |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|



MAINTENANCE & REPAIR

Occupation

- Automotive Service Technicians and Mechanics
- First-Line Supervisors Of Mechanics, Installers, and Repairers
- Bus and Truck Mechanics and Diesel Engine Specialists
- Highway Maintenance Workers
- Aircraft Mechanics and Service Technicians
- Automotive Body and Related Repairers
- Coating, Painting, and Spraying Machine Setters, Operators, and Tenders
- Mechanical Engineering Technologists and Technicians
- Recreational Vehicle Service Technicians
- Transportation Inspectors
- Pump Operators, Except Wellhead Pumpers
- Traffic Technicians

MARINE TRANSPORTATION

Occupation

- Cargo and Freight Agents

PLANNING & LOGISTICS

Occupation

- First-Line Supervisors Of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors
- Logisticians
- Civil Engineering Technologists and Technicians
- Industrial Production Managers
- Transportation, Storage, and Distribution Managers
- Urban and Regional Planners

PURCHASING & WAREHOUSING

Occupation

- Buyers and Purchasing Agents
- Production, Planning, and Expediting Clerks
- Transportation, Storage, and Distribution Managers
- Purchasing Managers

Source: 2020 Career Explorer, enpage.p...



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
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Heavy and Tractor-Trailer Truck Drivers	Ground & Rail Transportation	Drive a tractor-trailer combination or a truck with a capacity of at least 26,001 pounds Gross Vehicle Weight (GVW). May be required to unload truck. Requires commercial drivers' license. Includes tow truck drivers.	2	RC	1,385	\$23.25	\$48,360
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Automotive Service Technicians and Mechanics	Maintenance & Repair	Diagnose, adjust, repair, or overhaul automotive vehicles.	3	RIC	493	\$22.61	\$47,040
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First-Line Supervisors Of Mechanics, Installers, and Repairers	Maintenance & Repair	Directly supervise and coordinate the activities of mechanics, installers, and repairers. May also advise customers on recommended services. Excludes team or work leaders.	3	ECR	315	\$35.42	\$73,680
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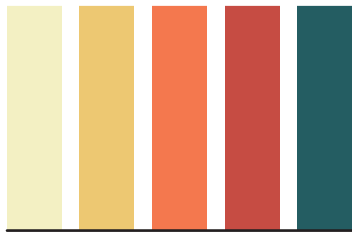


Technology	Knowledge	Skills	Abilities
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<p>Word processing software 3M Post-it App; Microsoft Word</p> <p>Data base user interface and query software ddlsoftware.com drivers daily log program DDL; TruckersHelper</p> <p>Route navigation software ALK Technologies PC*Miler; MarcoSoft Quo Vadis</p>	<p>Transportation Movement of people or goods by air, rail, sea, or road</p> <p>Safety and Government Public safety and security; Law and government</p> <p>Business Customer service Arts and Humanities English language</p>	<p>Basic Skills Keeping track of how well people and/or groups are doing in order to make improvements; Reading work related information</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p>	<p>Controlled Movement Change when and how fast you move based on how something else is moving; Quickly change the controls of a machine, car, truck or boat</p> <p>Spatial Know where things are around you; Imagine how something will look after it is moved around or changed</p> <p>Vision See details that are far away; Decide which thing is closer or farther away from you or decide how far away it is from you Attention Pay attention to something without being distracted</p>
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<p>Electronic mail software IBM Notes; Microsoft Outlook</p> <p>Video creation and editing software YouTube</p> <p>Facilities management software Alliance Automotive Shop Controller; Snap-On ShopKey</p>	<p>Engineering and Technology Mechanical; Computers and electronics</p> <p>Business Customer service</p>	<p>Basic Skills Thinking about the pros and cons of different ways to solve a problem; Keeping track of how well people and/or groups are doing in order to make improvements</p> <p>Problem Solving Noticing a problem and figuring out the best way to solve it</p> <p>People and Technology Systems Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it</p>	<p>Hand and Finger Use Hold or move items with your hands; Put together small parts with your fingers</p> <p>Ideas and Logic Use rules to solve problems; Make general rules or come up with answers from lots of detailed information</p> <p>Attention Pay attention to something without being distracted; Do two or more things at the same time Visual Understanding Quickly compare groups of letters, numbers, pictures, or other things</p>
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<p>Enterprise resource planning ERP software Microsoft Dynamics; SAP software</p> <p>Presentation software Microsoft PowerPoint</p> <p>Data base user interface and query software Microsoft Access; Yardi software</p>	<p>Business Management; Customer service</p> <p>Engineering and Technology Mechanical</p> <p>Arts and Humanities English language Math and Science Arithmetic, algebra, geometry, calculus, or statistics</p>	<p>Basic Skills Keeping track of how well people and/or groups are doing in order to make improvements; Talking to others</p> <p>People and Technology Systems Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it</p> <p>Resource Management Selecting and managing the best workers for a job; Managing your time and the time of other people</p>	<p>Verbal Communicate by speaking; Listen and understand what people say</p> <p>Ideas and Logic Make general rules or come up with answers from lots of detailed information; Use rules to solve problems</p> <p>Hearing and Speech Recognize spoken words; Speak clearly Visual Understanding See hidden patterns</p>
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Top 10 High-Value Careers in New Mexico

For a complete list of careers within this cluster and to review occupations specific to your workforce region, visit careerpathways-nm.com.

High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Bus Drivers, School	Ground & Rail Transportation	Drive a school bus to transport students. Ensure adherence to safety rules. May assist students in boarding or exiting.	2	RCS	284	\$22.23	\$46,240
Industrial Truck and Tractor Operators	Ground & Rail Transportation	Operate industrial trucks or tractors equipped to move materials around a warehouse, storage yard, factory, construction site, or similar location.	2	RC	267	\$29.31	\$60,960
Bus and Truck Mechanics and Diesel Engine Specialists	Maintenance & Repair	Diagnose, adjust, repair, or overhaul buses and trucks, or maintain and repair any type of diesel engines. Includes mechanics working primarily with automobile or marine diesel engines.	3	RC	156	\$24.86	\$51,720



Technology

Knowledge

Skills

Abilities

Operating system software

Microsoft Window

Internet browser software

Web browser software

Map creation software

AOL MapQuest

Transportation

Movement of people or goods by air, rail, sea, or road

Business

Customer service

Safety and Government

Public safety and security; Law and government

Arts and Humanities

English language

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; Listening to others, not interrupting, and asking good questions

Social

Understanding people's reactions; Changing what is done based on other people's actions

Vision

See details that are far away; See details up close

Controlled Movement

Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down

Attention

Do two or more things at the same time; Pay attention to something without being distracted
Hearing and Speech
Recognize spoken words

Spreadsheet software

Microsoft Excel

Inventory management software

Inventory management systems; RedPrairie DLx Warehouse

Materials requirements planning

logistics and supply chain software

Symphony GOLD; Warehouse management system WMS

Math and Science

Arithmetic, algebra, geometry, calculus, or statistics

Arts and Humanities

English language

Basic Skills

Listening to others, not interrupting, and asking good questions

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one

Controlled Movement

Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down

Hand and Finger Use

Hold or move items with your hands; Keep your arm or hand steady

Spatial

Imagine how something will look after it is moved around or changed; Know where things are around you

Attention

Pay attention to something without being distracted

Computer aided design CAD software

Autodesk AutoCAD; Dassault Systemes SolidWorks

Facilities management software

Computerized maintenance management system software CMMS; Shop management software

Analytical or scientific software

Cummins INSITE; Engine diagnostic software

Engineering and Technology

Mechanical; Computers and electronics

Transportation

Movement of people or goods by air, rail, sea, or road

Education and Training

Teaching and course design

Arts and Humanities

English language

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Hand and Finger Use

Hold or move items with your hands; Keep your arm or hand steady

Controlled Movement

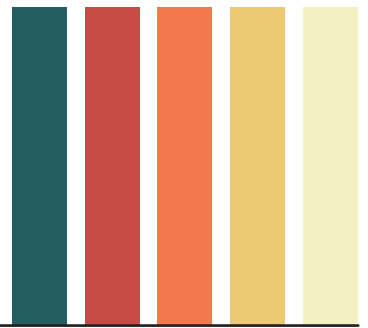
Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down

Ideas and Logic

Notice when problems happen; Use rules to solve problems
Hearing and Speech
Tell the difference between sounds



High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
Production, Planning, and Expediting Clerks	Purchasing & Warehousing	Coordinate and expedite the flow of work and materials within or between departments of an establishment according to production schedule. Duties include reviewing and distributing production, work, and shipment schedules; conferring with department supervisors to determine progress of work and completion dates; and compiling reports on progress of work, inventory levels, costs, and production problems.	2	CE	130	\$22.57	\$46,940
Highway Maintenance Workers	Maintenance & Repair	Maintain highways, municipal and rural roads, airport runways, and rights-of-way. Duties include patching broken or eroded pavement and repairing guard rails, highway markers, and snow fences. May also mow or clear brush from along road, or plow snow from roadway.	2	RC	118	\$22.24	\$46,250
Logisticians	Planning & Logistics	Analyze and coordinate the ongoing logistical functions of a firm or organization. Responsible for the entire life cycle of a product, including acquisition, distribution, internal allocation, delivery, and final disposal of resources.	4	EC	110	\$42.29	\$87,960





Technology

Knowledge

Skills

Abilities

Enterprise resource planning ERP software

Oracle PeopleSoft; SAP software

Data base user interface and query software

Airtable; Oracle Database

Materials requirements planning logistics and supply chain software

Bill of lading software; Waterloo Hydrogeologic TACTIC

Manufactured or Agricultural Goods

Manufacture and distribution of products

Business

Customer service; Administrative services

Arts and Humanities

English language
Engineering and Technology
Computers and electronics

Basic Skills

Reading work related information;
Talking to others

Problem Solving

Noticing a problem and figuring out the best way to solve it

Verbal

Listen and understand what people say; Communicate by speaking

Ideas and Logic

Order or arrange things; Notice when problems happen

Spreadsheet software

Microsoft Excel

Presentation software

Microsoft PowerPoint

Word processing software

Microsoft Word

Safety and Government

Public safety and security

Arts and Humanities

English language

Transportation

Movement of people or goods by air, rail, sea, or road
Engineering and Technology
Building and construction

Basic Skills

Keeping track of how well people and/or groups are doing in order to make improvements; listening to others, not interrupting, and asking good questions

Problem Solving

Noticing a problem and figuring out the best way to solve it

Controlled Movement

Quickly change the controls of a machine, car, truck or boat; Use your arms and/or legs together while sitting, standing, or lying down

Hand and Finger Use

Keep your arm or hand steady; Hold or move items with your hands

Endurance

Exercise for a long time without getting out of breath

Attention

Pay attention to something without being distracted

Enterprise resource planning ERP software

Microsoft Dynamics; SAP software

Presentation software

Microsoft PowerPoint

Data base user interface and query software

Microsoft SQL Server; Structured query language SQL

Transportation

Movement of people or goods by air, rail, sea, or road

Arts and Humanities

English language

Business

Management; Customer service
Math and Science
Arithmetic, algebra, geometry, calculus, or statistics

Basic Skills

Thinking about the pros and cons of different ways to solve a problem; Keeping track of how well people and/or groups are doing in order to make improvements

Problem Solving

Noticing a problem and figuring out the best way to solve it

People and Technology Systems

Thinking about the pros and cons of different options and picking the best one; Figuring out how a system should work and how changes in the future will affect it

Verbal

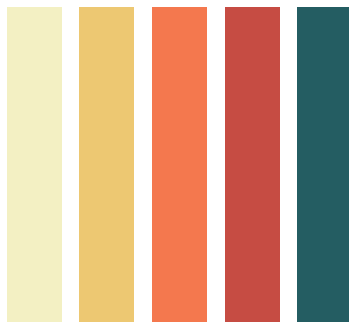
Communicate by speaking; Listen and understand what people say

Ideas and Logic

Make general rules or come up with answers from lots of detailed information; Notice when problems happen

Math

Add, subtract, multiply, or divide; Choose the right type of math to solve a problem





High-Value Occupation	Sub-Clusters	Job Description	Job Zone	Interest Matcher	Annual Openings	Median Wage (Hourly)	Median Wage (Annual)
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Aircraft Mechanics and Service Technicians	Maintenance & Repair	Diagnose, adjust, repair, or overhaul aircraft engines and assemblies, such as hydraulic and pneumatic systems.	3	RCI	84	\$36.77	\$76,480
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Data Sources:

- The list of High-Value Occupations have been derived by analysis of the data from the U.S. Department of Labor, Employment and Training Administration (USDOL/ETA) and New Mexico Workforce Connection.
- Detailed descriptors such as Technology, Knowledge, Skills, Abilities have been taken from mynextmove.org which is powered by O*NET
- Additional information on occupations within this cluster can be found at engage.pathway2careers.com



Technology

Knowledge

Skills

Abilities

Enterprise resource planning ERP software

SAP software; Tracware AeroTrac

Presentation software

Microsoft PowerPoint

Facilities management software

Maintenance planning software;
Maintenance record software

Engineering and Technology

Mechanical; Product and service development

Safety and Government

Public safety and security

Arts and Humanities

English language

Transportation

Movement of people or goods by air, rail, sea, or road

Basic Skills

Reading work related information;
Thinking about the pros and cons of different ways to solve a problem

Problem Solving

Noticing a problem and figuring out the best way to solve it

Technical

Planning and doing the basic maintenance on equipment; Repairing machines or systems using the right tools

Hand and Finger Use

Hold or move items with your hands;
Put together small parts with your fingers

Verbal

Read and understand what is written;
Communicate by speaking

Ideas and Logic

Notice when problems happen; Order or arrange things
Controlled Movement
Quickly change the controls of a machine, car, truck or boat



Career Cluster Map

The P2C Career Cluster Maps provide an overview of regional high-demand occupations associated with various job zones (i.e., levels of education and training). The purpose of these maps is to assist educators and students in developing awareness of entry and exit points within a particular career field. In using this information, educators and students can quickly gain a sense of potential high-value career opportunities and the level of education and training needed to prepare for these professions. This can promote the alignment of education practices with regional careers and assist students in making informed career decisions that take into account regional labor market demands.

Job Zone 1 High School Diploma or Less	Job Zone 2 High School Diploma	Job Zone 3 Certificate or Associate's Degree	Job Zone 4 Bachelor's Degree	Job Zone 5 Master's or Doctorate Degree
Few occupations require the education level of this zone.	<ul style="list-style-type: none"> ★ Heavy and Tractor-Trailer Truck Drivers Annual Openings = 1385 Median Wage = \$48,360 	<ul style="list-style-type: none"> ★ Automotive Service Technicians and Mechanics Annual Openings = 493 Median Wage = \$47,040 	<ul style="list-style-type: none"> ★ Buyers and Purchasing Agents Annual Openings = 234 Median Wage = \$72,840 	<ul style="list-style-type: none"> ★ Urban and Regional Planners Annual Openings = 36 Median Wage = \$66,570
	<ul style="list-style-type: none"> ★ First-Line Supervisors Of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors Annual Openings = 339 Median Wage = \$56,330 	<ul style="list-style-type: none"> ★ First-Line Supervisors Of Mechanics, Installers, and Repairers Annual Openings = 315 Median Wage = \$73,680 	<ul style="list-style-type: none"> ★ Logisticians Annual Openings = 110 Median Wage = \$87,960 	<ul style="list-style-type: none"> ★ Natural Sciences Managers Annual Openings = 30 Median Wage = \$118,600
	<ul style="list-style-type: none"> ★ Bus Drivers, School Annual Openings = 284 Median Wage = \$46,240 	<ul style="list-style-type: none"> ★ Bus and Truck Mechanics and Diesel Engine Specialists Annual Openings = 156 Median Wage = \$51,720 	<ul style="list-style-type: none"> ★ Industrial Production Managers Annual Openings = 58 Median Wage = \$122,310 	Few occupations require the education level of this zone.
	<ul style="list-style-type: none"> ★ Industrial Truck and Tractor Operators Annual Openings = 267 Median Wage = \$60,960 	<ul style="list-style-type: none"> ★ Aircraft Mechanics and Service Technicians Annual Openings = 84 Median Wage = \$76,480 	<ul style="list-style-type: none"> ★ Transportation, Storage, and Distribution Managers Annual Openings = 52 Median Wage = \$96,510 	
	<ul style="list-style-type: none"> ★ Production, Planning, and Expediting Clerks Annual Openings = 130 Median Wage = \$46,940 	<ul style="list-style-type: none"> ★ Civil Engineering Technologists and Technicians Annual Openings = 65 Median Wage = \$60,360 	<ul style="list-style-type: none"> ★ Purchasing Managers Annual Openings = 17 Median Wage = \$131,710 	

* There are no occupations in this Job Zone for this cluster.

Data Sources

Aligned with O*NET job zone classification system



DID YOU KNOW?

On the job, an Automotive Service Technician & Mechanic would: Inspect vehicles for damage and record findings so that necessary repairs can be made.

Test drive vehicles and test components and systems, using equipment such as infrared engine analyzers, compression gauges, and computerized diagnostic devices.

Test and adjust repaired systems to meet manufacturers' performance specifications.



CHOOSING A CAREER CLUSTER



How to Choose a Cluster

Self-discovery is vital in the career development process. As students develop and experience the world of work through life experiences, they begin to form preferences about occupations. One way students can identify their preferences is by taking valid and reliable career assessments. Pathway2Careers (P2C) offers a variety of career tools including the Interest Matcher, Values Matcher, and Cluster Matcher that provide students with data that will identify aligned careers. Specifically, the Cluster Matcher will show clusters in which they are most aligned. This is very helpful when students are choosing a CTE program, career academy, or dual enrollment program. P2C's Career Tools and Career Exploration Curriculum support students' deeper exploration as they navigate their education and career planning process.

Self-Discovery Career Assessments

Interests Matcher

The Interest Matcher helps students understand their interests to find careers that may be exciting or fulfilling. This matcher consists of 60 questions and takes 5 to 10 minutes to complete. Students will complete a questionnaire about work-related tasks and indicate their enjoyment level. Students can access the Interest Matcher as often as needed to update their interests.

Values Matcher

The Values Matcher helps students identify careers that fit their personal needs. Students gain insight into their work-related values, needs, and beliefs by conducting a values assessment while comparing them with the careers they research. This assessment will ask students to rank different aspects of work that represent six essential values. This assessment takes 5 minutes and can be retaken at any time.

Cluster Matcher

The Cluster Matcher assesses students' knowledge, skills, and abilities related to the national career clusters. Students can view their results with each cluster and learn specific knowledge, skills, and abilities in which they are aligned or need to improve.

Access Career Data with Career Tools

My Career Page

My Career Page is a landing page for students to save career information and artifacts while using P2C tools. Students can edit their profile, specifying their favorite cluster and graduation year. They can access their saved careers, career journal entries and uploaded artifacts, and career assessment results from their matched interests, values, and clusters. This tool supports students' exploration as they consider a future career.

Career Library

The Career Library allows students to search for careers based on career clusters, interests and values, and education zones. The Career Library will enable students to search for occupations and includes career details such as a career video, current labor market data, job zone information, related careers, requirements for the career, career assessment alignment, and how to prepare for the career.

Career Data

The Career Data tool allows students to explore data pulled from state and regional labor markets. Filters include career clusters, pathways, and high-value occupations. After filtering, students may sort and view data by clusters, occupations, annual openings, median wages, and growth rate.

Career Comparison

The Career Comparison tool compares up to three saved careers. The comparisons include career descriptions, annual openings, median wages, education required, work-related tasks, interests, and work values. After making the comparison, students analyze a visual representation (graph) of their alignment with the selected careers.

ROI Analyzer

The Return on Investment (ROI) Analyzer tool allows students to evaluate the efficiency of the investment made in their education by the cost of education to how much they will earn from the investment. This tool assesses the ROI for any career requiring public or private postsecondary education. Data includes the estimated educational investment, the estimated time to earn the educational investment, and the estimated time to pay back the educational investment.

P2C Career Explorer

Career Exploration Curriculum

P2C Career Explorer offers career exploration curriculum designed to be used in grades 6-12 and provides 56 career exploration lessons, 14 STEM lessons, and 49 Financial Literacy lessons. The lessons are developed as cross-curricular in math, ELA, science, social studies, and technology content areas.

Career Story Playlist

The Career Story Playlist includes 32 lessons based on individuals working in a particular career. The lessons provide students with a real-world peek into a career and expands their knowledge about the world of work. The playlist includes two lessons from each career cluster and includes diverse education requirements.

p2c PATHWAY 2 CAREERS

When education becomes relevant, learners fully engage.



P2C Career Explorer takes a unique approach to career exploration. Beyond career tools, the guided curriculum introduces age-appropriate career readiness content available for any subject area. By helping more students discover their strengths, we can see powerful outcomes in their education.

P2C Career Explorer is available to all New Mexico educators at no cost thanks to the Careers2Communities initiative. Use this powerful resource to unlock career exploration for your students.

Need Access to P2C?

Educators can complete the Get Started form to unlock this powerful resource with your students.



careers2communities.com



P2C Career Tools

Supporting informed career decisions with valuable career tools such as the Interests Matcher, Values Matcher, Cluster Matcher are all available in P2C.



P2C Career Exploration Curriculum

A guided curriculum designed for grades 6-12 offers age-appropriate career readiness content and features multiple subject integrations with dual learning objectives.



P2C Career Story Playlist

Gain access to mentor-like support with 32 Lessons centered on authentic career narratives of real people represented in all career clusters offering students a lens into diverse career journeys.



My Career Page

Students can manage their career discovery journey in one centralized location and share the information with educators to spark meaningful conversations about their career pathway decisions.

WHO BENEFITS FROM CAREER EXPLORATION?

Middle School students can use career exploration tools to start building a foundation for future planning and discovery.

Personal Discovery: Middle school students can begin to explore their interests, values, and skills and start thinking about potential career paths. This can help influence informed decisions regarding high school courses and extracurricular activities as they progress.

Career Awareness: By exploring the careers and career clusters, middle school students can gain knowledge about the world of work, helping them develop a sense of responsibility and preparedness for their futures.

Career Evaluation: Students can utilize P2C career tools to get a head start on the educational pathways required for their career interests. When students are aware of their own interests, values, and skills and have learned about the world of work, they can begin to evaluate which careers align with their future goals.

Career Preparation: This new awareness can inspire middle school students by showing them exciting possibilities ahead and encouraging them to set academic and career goals.

High School students can find significant support from career tools as they approach the point of making significant academic and career decisions.

Career Decision-Making: High school students are often on the cusp of making important decisions about their future, including college majors and career choices. The Career Tools can provide valuable information to help them make informed decisions.

Academic Planning: Students can use the Career Tools to guide their course selections through high school. For example, if a student discovers a strong alignment in the STEM cluster, they can choose to take science and math courses that prepare them for the STEM field.

College & Career Prep: The career tools can help high school students prepare for post-secondary education and the workforce by identifying careers that match their interests, values, and skills. This knowledge can help students make informed choices about college majors or vocational training programs.

Regardless of a student's grade level, it is vital to engage in career exploration early and often! Did you know the earlier a student begins exploring the world of work, the more informed they are when it is time to make those education and career decisions?

Steps you can take now:

- Take career assessments and explore careers matched for you
- Make an appointment with your school counselor and discuss your education and career goals
- Seek out CTE programs or career academies in the district that align with your education and career goals



HEALTHY SWAPS

for supporting your student on their pathway to success

If you are a parent, foster parent, or guardian, your influence can greatly impact your student's chosen career path. Talking about careers and engaging with their career planning process is essential in their career journey. Follow these friendly tips:

Impose your own career aspirations:

Let your career explorer discover their own interests and values and find which career paths align with those.



Encourage exploration

Encourage your career explorer to explore a wide range of career options. Support their curiosity as they learn about different career paths.

Dismiss their interests:

Even if they seem unconventional, avoid dismissing your career explorer's interests or passions. Encourage them to pursue what genuinely excites them.



Actively Listen:

Listen to your career explorer's thoughts, interests, and aspirations. Feel free to ask open-ended questions to help them articulate their goals and values.

Place a time Pressure:

Avoid pressuring your career explorer to make quick decisions. Career planning is a process, and it is okay for them to take the time they need to explore and reflect.



Foster Independence:

Encourage your career explorer to take ownership of their career planning. Encourage them to use this as an opportunity to make decisions and learn from the process and exploration.

Overload with information:

It is important to provide guidance, but try to not overwhelm your career explorer with an excessive amount of information. Help them focus on what's most relevant to their goals.



Provide Guidance:

Offer your career explorer guidance and help interpret the information with them. Share insights and information about the world of work and education.

Focus solely on income:

While financial considerations are important, try not to place too much emphasis on income potential alone. Prioritize finding a career that aligns with interests and values.



Promote Balance:

Emphasize the importance of a balanced approach to career planning, considering both personal interests, values, and skills and the practicality of different options.

Dismiss alternative paths:

Be open to alternative pathways, such as vocational training, apprenticeships, or community college if they align with the student's interests and goals.



Be Supportive:

Provide encouragement and celebrate your career explorer successes and offer guidance in times of uncertainty.

Be overbearing:

Avoid micromanaging the process. It is essential for your career explorer to have space to make decisions and learn from the experience.



Stay Informed:

Stay informed about educational and career trends and options, so you can provide up-to-date information to your career explorer. P2C's Career Data Tool is a great way to explore this!

Wait to Start Career Exploration:

The career and post-secondary education planning process can be overwhelming especially if you put it off. Meet with a school counselor early and often to stay on track for success.



Start Career Exploration Early:

As soon as your career explorer expresses interest in a career, encourage activities such as interviewing a workforce professional or job shadowing.

THE EDUCATOR'S ROLE

Educators play an influential role in a student's life and can be a wonderful resource for middle and high school students making informed career decisions. Learn how various educator roles support students in their career planning process.

Middle and High School Counselors

- Supports meeting American School Counselor Association (ASCA) Student Standards: Mindsets + Behaviors for Student Success
- Supports K-12 College, Career, and Life Readiness Standards
- May be applied to the academic, career, and social/emotional domains
- Provides students with career exploration that contributes to self-awareness so students can make career decisions based on their unique interests, work values, knowledge, skills, and abilities

Middle and High School Career and Technical Education Teachers (CTE)

- Career research across the sixteen national career clusters allows students to learn about careers related to their program of study and related occupations within a career cluster
- Assists students to make real-world connections from their program of study to the world of work
- Students can research in the Career Data tool to learn about pathways, high value careers, annual openings median wage and job growth rates in their state
- Students can use the Interest, Work Values, and Cluster Matchers to determine which CTE program of study, career academy, or dual enrollment program to choose

Regardless of the grade level you serve or your job within a school, educators play an essential role in helping students reach their highest potential. Steps educators can take now:

- Get to know Pathway2Careers! Access our resources and free professional development asynchronous courses in P2C Educate (see Additional Resources section)
- Open your educator account and explore. Be sure to take career assessments, investigate the Career Tools, and review the Career Exploration curriculum
- Reach out to the P2C professional learning team for customized support for your school or district



Middle and High School Exceptional Student Education and Transition Teachers (Special Education)

- Assists students to make real-world connections from the classroom to the world of work
- Supports post-secondary transition planning for education, employment, and independent living
- Exposure and research about careers across career clusters support IEP goals focused on:
 - Self-advocacy and self-determination
 - Vocation and career
 - Transition
 - Community-based instruction

Middle and High School Media Specialists

- Media Specialists can spark student curiosity by providing relevant information, in accessible multi-media formats, about careers within career clusters and provide contemporary devices students need to research in the Career Library, Career Data, and Career Comparison tools

High School Career/Graduation Coaches

- Career research across the sixteen national career clusters allows students to learn about careers related to their program of study and related occupations within a career cluster
- Using the Interests, Values, and Cluster Matchers, students will identify careers which are aligned with their assessment results
- Students can track their assessment results and how they align with their bookmarked careers, compare their favorite careers to see which ones are their personal best fit, and upload artifacts that showcase their skills and talents to their customizable profile on My Career Page

12 STUDENT BENEFITS

Guided Career Exploration Curriculum

Early Self-Discovery

Students have the opportunity to explore their personal interests, values, and abilities at an early stage. This self-discovery can help them gain a deeper understanding of themselves and what motivates them, which is valuable for future decision-making.

Personal Growth

The self-discovery process and understanding one's interests, values, and skills contribute to personal growth and development. Students become more self-aware and confident in their choices.

Career Awareness

The Career Exploration curriculum introduces students to various high-value career opportunities. This exposure broadens their horizons and helps them discover careers they may not have previously considered, allowing for more informed choices.

Data-Driven Decision-Making

Students learn to evaluate regional or state labor market data to identify careers with the greatest opportunities. This data-driven approach equips them with the skills to make informed career decisions based on real-world factors.

Career Preparation

The curriculum helps students understand the education and training required for high-value careers. They learn about the pathways available to reach their career goals, which can inspire them to set academic and vocational targets.

Alignment with Core Subjects

By integrating the curriculum into core subject areas, students can see the relevance of career exploration within their broader education. This makes learning more engaging and practical.

Holistic Approach

The inclusion of financial literacy and STEM lessons ensures a well-rounded approach to career readiness. Students not only explore career options but also develop essential financial and STEM skills, which are increasingly valuable in today's workforce.

Flexibility

The curriculum can be adapted to different grade levels, which caters to diverse student needs and readiness.

Collaborative Learning

Many lessons are designed to be completed in a classroom with other students. This promotes collaborative learning, discussions, and sharing of ideas, enriching the student's understanding of career-related concepts.

Portfolio Development

The "My Career Page" allows students to create a portfolio of their career exploration journey. This can be a valuable resource when applying for colleges, scholarships, or future jobs.

Enhanced Decision-Making Skills

As students progress through the curriculum, they develop decision-making skills, including the ability to make choices based on their interests, values, and skills. These skills are not only essential for career planning but are also valuable life skills.

Motivation and Goal-Setting

Exploring different career options can motivate students to set academic and career goals. It gives them a clearer sense of purpose and direction in their education.

Navigating the education and career planning process can be overwhelming for everyone involved. The key is to engage with the process early and often! Steps you can take now:

- Meet with your career explorer and school counselor to discuss P2C's career assessment results and career goals
- Encourage your career explorer to create short and long-term goals
- Engage in ongoing conversations with your career explorer about careers that interest them and jobs they see in their own community
- Explore CTE programs or career academies in the district that align with your career explorer's career interests



CAREER EXPLORATION IN THE CLASSROOM

Quality career exploration tools, resources, and guided curriculum can be a game-changer for students, parents, and educators navigating through the education and career planning journey. **When educators access and use the P2C Career Exploration curriculum, students are equipped with the tools and strategies to make informed career decisions and plan for their brightest futures.** Its more efficient and easier than ever to help students reach their highest potential through P2C!



More than 100 career exploration lessons guide students through their career planning journey.

Bring career exploration to every student with P2C Career Exploration curriculum. Designed to support students in grades 6-12, educators can guide students through an engaging career discovery journey. Learn more about the innovative approach to career exploration on page 277 in Educator Resources.

NAVIGATING CAREER PREPARATION



Prepare Your Pathway

With a better understanding of the 14 Career Clusters and determining what Career Cluster you might be interested in pursuing, the following pages will help you understand how to navigate the education and training requirements for each Cluster.

The following pages provide useful information to determine possible education and training required for each Career Cluster. The data presented here can be divide the following sections:

- Common Career Technical Core (CCTC) for each of the 14 Career Clusters. This information defines what students should know and be able to do after completing instruction in a program of study.
- Career Technical Student Organizations can give students real-world experience and exposure to a variety of careers.
- Recommended Programs of Study provided by the New Mexico Public Education Department outline available CTE programs students can pursue.
- Postsecondary Degrees, Programs and Colleges outline the available degrees and postsecondary institutions that support degree obtainment.
- Available Workforce Certifications for each Career Cluster.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

FFA is an intracurricular student organization for those interested in agriculture and leadership. It is an integral part of agricultural education in New Mexico and across the country.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Sub-Cluster	Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Engineering	Engineering	1603 Career Exploration	1615 Introduction to Engineering Design	1617 Principles of Engineering-PLTW 1616 Digital Electronics-PLTW	1606 Work Experience 1677 Astronautics Engineering Applications-AC
			1644 SystemsGo/Intro to Engineering 1674 Aerospace Engineering-AC	1621 Aerospace Engineering-PLTW 0183 PLTW Environmental Sustainability 1645 SystemsGo Tsiolkovsky Level 1675 Advanced Aerospace Technology-AC 1676 Aeronautics Engineering Applications-AC	1646 SystemsGo Oberth Level 1647 SystemsGo Goddard Level 1699 Technology Education-Other 1739 AP Physics 1 1740 AP Physics 2
Industrial Machinery	Industrial Machinery	1603 Career Exploration 1611 General Technology Education	1624 Manufacturing Systems	1625 Technology Systems	1606 Work Experience 1699 Technology Education-Other 2495 Precision Metalwork-Related



Sub-Cluster	Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Robotics	Robotics	0348 App Creators-PLTW 0349 Computer Science for Innovators & Makers 1602 PLTW Gateway to Technology 1689 Automation & Robotics	0316 Computing Systems 0336 AP Computer Science Principles	1303 Advanced Analog-Digital Logic and Circuits 1618 PLTW Computer Integrated Manufacturing 1732 Principles of Technology 1783 Scientific Technology	0397 Computer/IT Sc-OJT 0399 Computer/IT Sciences-Other
Production & Automation	Production & Automation	1602 Gateway to Technology-PLTW 1603 Career Exploration 1668 Automation & Robotics-PLTW	1615 Introduction to Engineering Design-PLTW 1623 Production Systems 1624 Manufacturing Systems 1625 Technology Systems 1626 Emergent Technologies 1636 Introduction to Automated Materials Joining-AC 1683 Advanced Technology for Design & Production-AC	1618 Computer Integrated Manufacturing-PLTW 1627 Research and Development 1629 Microelectromechanical Systems 1637 Applications in Automated Materials Joining-AC 1638 Advanced Concepts in Materials Joining-AC 1684 Systems of Advanced Technology-AC	1606 Work Experience 1620 Engineering Design/Development-PLTW 1639 Projects in Automated Materials Joining-AC 1685 Mechatronic Systems for Advanced Production-AC 1686 Design for the Production of Advanced Products-AC 1699 Technology Education-Other
Safety & Quality Assurance	Safety & Quality Assurance	1603 Career Exploration	1611 General Technology Education	1614 Industrial Safety/First Aid	0998 Transportation Tech-Internship 0999 Transportation Tech-Other 1752 AP Environmental Science





Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Aerospace Engineers	Engineering	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Luna Community College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College Santa Fe Community College University of New Mexico-Los Alamos Campus Western New Mexico University
Architectural and Engineering Managers	Engineering; Production & Automation	Bachelor's Degree Master's Degree Doctor's Degree	Navajo Technical University New Mexico Institute of Mining and Technology New Mexico State University-Dona Ana New Mexico State University-Main Campus University of New Mexico-Main Campus
First-Line Supervisors Of Mechanics, Installers, and Repairers	Industrial Machinery	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	University of New Mexico-Los Alamos Campus Clovis Community College Eastern New Mexico University- Ruidoso Branch Community College San Juan College Eastern New Mexico University- Roswell Campus
First-Line Supervisors Of Production and Operating Workers	Production & Automation	Bachelor's Degree Master's Degree	New Mexico Institute of Mining and Technology
Industrial Machinery Mechanics	Industrial Machinery	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	University of New Mexico-Los Alamos Campus Clovis Community College Eastern New Mexico University- Ruidoso Branch Community College San Juan College Eastern New Mexico University- Roswell Campus
Inspectors, Testers, Sorters, Samplers, and Weighers	Production & Automation; Safety & Quality Assurance	Certificates of at least 1 but less than 2 years Associate's Degree	Eastern New Mexico university Ruidoso Branch Community College San Juan College Eastern New Mexico university Ruidoso Branch Community College San Juan College
Mechanical Engineers	Engineering; Production & Automation	Bachelor's Degree Master's Degree Doctor's Degree	University of New Mexico-Main Campus New Mexico State University-Main Campus New Mexico Institute of Mining and Technology Navajo Technical University
Mobile Heavy Equipment Mechanics, Except Engines	Industrial Machinery	N/A	N/A
Occupational Health and Safety Specialists	Safety & Quality Assurance	Certificates of at least 1 but less than 2 years Associate's Degree	Eastern New Mexico university Ruidoso Branch Community College San Juan College Eastern New Mexico university Ruidoso Branch Community College San Juan College



HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Welders, Cutters, Solderers, and Brazers	Production & Automation	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	Central New Mexico Community College Eastern New Mexico University-Roswell Campus San Juan College Western New Mexico University Clovis Community College University of New Mexico-Gallup Campus New Mexico State University-Dona Ana Navajo Technical University New Mexico State University-Alamogordo New Mexico State University-Grants Santa Fe Community College Luna Community College New Mexico Junior College Southeast New Mexico College

Data Sources

O*NET and NCES -U.S. Department of Education data.
N/A: There are no post secondary offerings for this occupation

Career Readiness Benchmarks

Workforce Certifications for the Advanced Manufacturing Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Engineering	Autodesk Certified User - Inventor Autodesk Inventor Certified Associate SOLIDWORKS CAD Design Associate
Industrial Machinery	NIMS Machining Level 1 Expert Rating Basic Electronics Certification Industrial Technology Maintenance Certification
Robotics	Certified SOLIDWORKS Associate FANUC Certified Robot Operator FANUC Certified Robot Technician
Production & Automation	OSHA Approved Forklift Operator CAM Milling Programmer CAM Turning Programmer CNC 5-Axis Milling Operator CNC Milling Specialist
Safety & Quality Assurance	Lean Six Sigma Yellow Belt Hot Works

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Business Professionals of America (BPA) is the leading CTSO designed for students pursuing careers in finance, business administration, management, information systems, digital communication, marketing and other business related fields.

Family, Career and Community Leaders of America (FCCLA) is a national student organization that helps youth develop leadership and workplace skills to prepare for both college and careers through peer to peer education, community engagement, and the application of skills learned in the Family and Consumer Sciences (FCS) classroom.

FFA is an intracurricular student organization for those interested in agriculture and leadership. It is an integral part of agricultural education in New Mexico and across the country.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Sub-Cluster	Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Agribusiness	Agribusiness	0131 Agricultural Explorations 0132 Agricultural Science	0133 Introduction to the Science of Agriculture 0134 Physical Science of Agriculture	0137 Agricultural Leadership/Communication 0171 Agricultural Economics & Business Management	0191 Ag Internship/OJT 0192 Agriculture Entrepreneurship 0199 Agriculture - Other
Agricultural Technology and Automation	Agricultural Technology and Automation	0131 Agricultural Explorations 0132 Agricultural Science	0133 Introduction to the Science of Agriculture 0134 Physical Science of Agriculture 0138 Introduction to Ag, Food & Natural Resources CASE 0151 Introduction to Ag Mechanics	0152 Ag Structures & Construction 0153 Metal Fabrication 0154 Ag Power & Machinery 0156 Agricultural Power & Technology CASE 0157 Mechanical Systems in Agriculture CASE	0191 Ag Internship/OJT 0192 Agriculture Entrepreneurship 0197 Agriculture Research & Development CASE 0199 Agriculture - Other
Animal Systems	Animal Systems	0131 Agricultural Explorations 0132 Agricultural Science 1501 Health Care Occupations 1570 Medical Detectives PLTW	0133 Introduction to the Science of Agriculture 0134 Physical Science of Agriculture 0138 Introduction to Ag, Food & Natural Resources CASE	0161 Science of Large Agriculture Animals 0162 Science of Small Animals 0166 Principles of Agricultural Science-Animal CASE	0164 Veterinary Science/Technician 0191 Ag Internship/OJT 0192 Agriculture Entrepreneurship 0199 Agriculture - Other 1597 Health Care Sciences-OJT 1599 Health Care Sciences-Other
Food Science & Processing	Food Science & Processing	0131 Agricultural Explorations 0132 Agricultural Science	0133 Introduction to the Science of Agriculture 0134 Physical Science of Agriculture 0138 Introduction to Ag, Food & Natural Resources CASE	0136 Applied Science in Agriculture 0173 Food Products and Processing 0167 Animal & Plant Biotechnology CASE 0177 Food Science and Safety CASE	0191 Ag Internship/OJT 0192 Agriculture Entrepreneurship 0199 Agriculture - Other
Plant Systems	Plant Systems	0131 Agricultural Explorations 0132 Agricultural Science	0133 Introduction to the Science of Agriculture 0134 Physical Science of Agriculture 0138 Introduction to Ag, Food & Natural Resources CASE	0141 Horticulture/Botany 0143 Greenhouse/Nursery 0144 Landscape 0145 Floriculture 0146 Principles of Agricultural Science-Plant CASE	0191 Ag Internship/OJT 0192 Agriculture Entrepreneurship 0197 CASE Ag Research & Development 0199 Agriculture - Other





Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Agricultural Inspectors	Food Science & Processing	N/A	N/A
Architectural and Engineering Managers	Plant Systems	N/A	N/A
Chemical Engineers	Plant Systems	N/A	N/A
Environmental Engineering Technologists and Technicians	Water Systems	Certificate of at least one but less than two years Associate's Degree	New Mexico State University-Dona Ana Santa Fe Community College
Farm Equipment Mechanics and Service Technicians	Agricultural Technology & Automation; Water Systems	N/A	N/A
First-Line Supervisors Of Farming, Fishing, and Forestry Workers	Agribusiness; Animal Systems; Food Science & Processing; Plant Systems; Water Systems	Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico State University-Main Campus Santa Fe Community College
			Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Navajo Technical University New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College University of New Mexico-Main Campus University of the Southwest Western New Mexico University
Food Science Technicians	Food Science & Processing	Certificates of less than 1 year Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College University of New Mexico-Main Campus University of the Southwest Western New Mexico University
Hydrologists	Water Systems	Associate's Degree Bachelor's Degree Postbaccalaureate Certificate Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico State University-Main Campus San Juan College University of New Mexico-Main Campus
Soil and Plant Scientists	Plant Systems	Bachelor's Degree Master's Degree Doctor's Degree	Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus New Mexico State University-Main Campus Southeast New Mexico College Central New Mexico Community College New Mexico State University-Main Campus New Mexico State University-Main Campus New Mexico State University-Main Campus New Mexico State University-Main Campus Western New Mexico University New Mexico State University-Main Campus
Veterinarians	Animal Systems	Certificate of at Least One but less Than Two Years	Central New Mexico Community College

Data Sources

O*NET and NCES -U.S. Department of Education data.

N/A: There are no post secondary offerings for this occupation



Career Readiness Benchmarks

Workforce Certifications for the Agriculture Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Agribusiness	Intuit QuickBooks Certified User OSHA General Industry - Agriculture MS Office Specialist: Excel Associate (2019)
Agricultural Technology and Automation	Agriculture Mechanics (NOCTI) OSHA General Industry - Agriculture Principles of Small Engine Technology Certificate
Animal Systems	Animal Systems - NOCTI OSHA General Industry - Agriculture, Animal Handling
Food Science & Processing	Food Safety & Science (AMSA) OSHA General Industry - Agriculture CPR and First Aid Certification
Plant Systems	Plant Science (BASF) OSHA General Industry - Agriculture Certified Irrigation Technician Certified Agriculture Irrigation Specialist

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Business Professionals of America (BPA) is the leading CTSO designed for students pursuing careers in finance, business administration, management, information systems, digital communication, marketing and other business related fields.

DECA prepares emerging leaders and entrepreneurs for careers in marketing, finance, hospitality and management in high schools and colleges around the globe.

Educators Rising cultivates highly skilled educators by guiding young people on a path to becoming accomplished teachers, beginning in high school and extending through college and into the profession.

Family, Career and Community Leaders of America (FCCLA) is a national student organization that helps youth develop leadership and workplace skills to prepare for both college and careers through peer to peer education, community engagement, and the application of skills learned in the Family and Consumer Sciences (FCS) classroom.

FFA is an intracurricular student organization for those interested in agriculture and leadership. It is an integral part of agricultural education in New Mexico and across the country.

HOSA - Future Health Professionals is a national student organization recognized by the U.S. Department of Education and the Health Science Education Division of ACTE. HOSA's two-fold mission is to promote career opportunities in the health care industry and to enhance the delivery of quality health care.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Design & Digital Arts	0354 Art and Computer Science 1603 Career Exploration	0310 Intro to 3D Design & Animation 0315 Computer Graphics 1175 Computer Assisted Art 1313 Graphic Arts Printing	0307 Computer Graphics II 0308 Computer Graphics III 0309 Computer Graphics IV 1323 Commercial Art	1158 AP Studio Art 1197 Business of Arts Media Entertainment 1199 Fine/Performing Arts-Other 1397 Graphic Printing OJT 1398 Graphic Communication Co-Op 1399 Graphic Printing Other 2-D Design
		0511 Fashion Design 0523 Housing/Interior Design	0510 Upholstery 0536 Fashion Design/Merchandising 3	0537 Fashion Design/Merchandising 4 1197 Business of Arts/Media/Entertainment 1199 Fine/Performing Arts-Other
Fashion & Interiors	0354 Art and Computer Science 0514 Introduction to Fashion Design 1603 Career Exploration	0511 Fashion Design 0523 Housing/Interior Design	0510 Upholstery 0536 Fashion Design/Merchandising 3	0537 Fashion Design/Merchandising 4 1197 Business of Arts/Media/Entertainment 1199 Fine/Performing Arts-Other
		0805 Media Literacy 1603 Career Exploration	1172 Film/Videotape 1901 Introduction to Multimedia Writing and Technology 1906 Multimedia Productions I 1908 Broadcasting I 1911 Mass Media Production	1176 Digital Film Production II 1177 Digital Film Production III 1904 Multimedia Productions III 1907 Multimedia Productions II 1909 Broadcasting II 1910 Production Management 1996 Mass Communication Independent
Media Production & Broadcasting	0805 Media Literacy 1603 Career Exploration	1901 Introduction to Multimedia Writing and Technology 1906 Multimedia Productions I 1908 Broadcasting I 1911 Mass Media Production	1176 Digital Film Production II 1177 Digital Film Production III 1904 Multimedia Productions III 1907 Multimedia Productions II 1909 Broadcasting II 1910 Production Management 1996 Mass Communication Independent	1178 Digital Film Production IV 1197 Business of Arts/Media/Entertainment 1199 Fine/Performing Arts-Other 1996 Multimedia Communications Independent Study 1998 Multimedia Communications Work Experience 1999 Multimedia Communications Other
		1112 Drama/Stagecraft 1113 Drama-Acting Performance	1115 Directing 1116 Playwriting	1118 Drama Stagecraft Independent Study 1195 Fine/Performing Art-Related 1196 Fine/Performing Art-Independent 1197 Business of Arts/Media/Entertainment 1199 Fine/Performing Arts-Other
Performing Arts	1603 Career Exploration	1112 Drama/Stagecraft 1113 Drama-Acting Performance	1115 Directing 1116 Playwriting	1118 Drama Stagecraft Independent Study 1195 Fine/Performing Art-Related 1196 Fine/Performing Art-Independent 1197 Business of Arts/Media/Entertainment 1199 Fine/Performing Arts-Other



Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Architectural and Engineering Managers	Fashion & Interiors	Associate's Degree Bachelor's Degree	Central New Mexico Community College University of New Mexico-Gallup Campus University of New Mexico-Main Campus
Audio and Video Technicians	Lighting & Sound Technology	Certificate of less than one year Certificate of at least one but less than two years	New Mexico State University-Alamogordo New Mexico State University-Dona Ana Northern New Mexico College Santa Fe Community College University of New Mexico-Valencia County Campus
Camera Operators, Television, Video, and Film	Media Production & Broadcasting	Certificate of less than one year Associate's Degree Bachelor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College New Mexico Highlands University New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College Santa Fe Community College
Curators	Fine Arts	Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree	Institute of American Indian and Alaska Native Culture and Arts Development New Mexico State University-Main Campus Santa Fe Community College University of New Mexico-Main Campus
Graphic Designers	Design & Digital Arts	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Roswell Campus Institute of American Indian and Alaska Native Culture and Arts Development Navajo Technical University New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants San Juan College Santa Fe Community College Southeast New Mexico College University of New Mexico-Main Campus University of New Mexico-Valencia County Campus Western New Mexico University
Musicians and Singers	Performing Arts	Bachelor's Degree Master's Degree	Eastern New Mexico University-Main Campus New Mexico Highlands University New Mexico State University-Main Campus University of New Mexico-Main Campus
Software Developers	Design & Digital Arts	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Luna Community College New Mexico State University-Alamogordo New Mexico State University-Dona Ana Santa Fe Community College
Technical Writers	Media Production & Broadcasting	Bachelor's Degree	New Mexico Institute of Mining and Technology
Web and Digital Interface Designers	Design & Digital Arts	Certificate of Less than One Year Certificate of at Least One but less Than Two Years Associate's Degree	New Mexico State University-Dona Ana New Mexico State University-Grants Southeast New Mexico College Central New Mexico Community College Luna Community College New Mexico State University-Alamogordo New Mexico State University-Dona Ana Santa Fe Community College Southeast New Mexico College



HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Producers and Directors	Media Production & Broadcasting	Certificates of less than 1 year Associate's Degree Bachelor's Degree	Santa Fe Community College Central New Mexico Community College Eastern New Mexico University-Main Campus Institute of American Indian and Alaska Native Culture and Arts Development New Mexico State University-Main Campus University of New Mexico-Main Campus Santa Fe Community College University of New Mexico-Main Campus University of New Mexico-Valencia County Campus Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College New Mexico Highlands University New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College Santa Fe Community College Santa Fe Community College

Data Sources

O*NET and NCES -U.S. Department of Education data.
N/A: There are no post secondary offerings for this occupation

Career Readiness Benchmarks

Workforce Certifications for the Arts, Entertainment, & Design Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Design & Digital Arts	Certified Adobe Professional - Photoshop, Illustrator, and/or Design Professional Web Design Certification (Specialty) Professional Visual Design Certification (Specialty Credential)
Fashion & Interiors	AAFCS - Fashion, Textiles & Apparel and/or Design Interior Design Fashion, Textiles and Apparel Certification Interior Design Fundamentals
Media Production & Broadcasting	AVID - Media Composer Adobe Certified Professional - Digital Video Using Adobe Premier Pro Adobe Certified Professional - Visual Effects & Motion Graphics Using Adobe After Effects
Performing Arts	Essential Skills for the Entertainment Technician (eSET) - BACKstage

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Family, Career and Community Leaders of America (FCCLA) is a national student organization that helps youth develop leadership and workplace skills to prepare for both college and careers through peer to peer education, community engagement, and the application of skills learned in the Family and Consumer Sciences (FCS) classroom.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

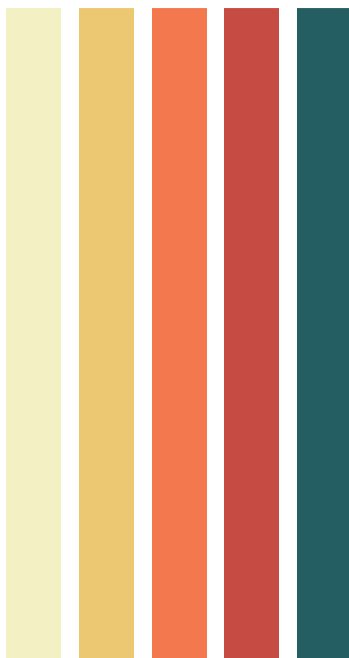
Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Architecture & Civil Engineering	0401 Construction Career Exploration	0702 Drafting-General	0703 Drafting-Architectural	
	0404 PLTW Green Architecture	0707 CAD Design & Software	0704 Drafting-Civil/Structural	
	0701 Drafting Careers Exploration	1615 Introduction to Engineering & Design	0705 Drafting-Electrical/Electronic	
	1665 Design & Modeling		0706 Drafting-Technical/Mechanical	
			0715 CAD Architecture II	0798 Drafting-Co-Op
			0716 CAD Architecture III	0799 Drafting-Other
			0717 CAD Architecture IV	
			0718 CAD Engineering II	
			0719 CAD Engineering III	
			0720 CAD Engineering IV	
			1619 Civil Engineering	



Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Construction Planning & Development	0404 PLTW Green Architecture			0498 Construction Trades-Internship
	0701 Drafting Careers Exploration	1615 Introduction to Engineering & Design	1620 PLTW Engineering Design/Development	0499 Construction Trades-Other
	1665 Design & Modeling			0798 Drafting-Co-Op 0799 Drafting-Other
Equipment Operation & Maintenance	0401 Construction Career Exploration	0462 Electricity/Electronics-General	0473 Building Maintenance 1634 Equipment Maintenance & Repair	0498 Construction Trades-Internship 0499 Construction Trades-Other
	0401 Construction Career Exploration 0404 PLTW Green Architecture 1665 Design & Modeling	0402 Construction 0413 Apprenticeship Readiness 0414 Residential Construction I 0480 NCCER Core Curriculum-Intro 1612 Materials and Processes	0415 Residential Construction II 0417 Basic Woodworking 0418 Advanced Woodworking 0481 Carpentry 1 0482 Carpentry 2 0483 Carpentry 3 0484 Carpentry 4 1613 Metal and Wood Technology	0498 Construction Trades-Internship 0499 Construction Trades-Other
Skilled Trades (Carpentry)			0442 Electricity Comprehensive 0443 Residential Wiring 0444 Industrial Electricity 0445 Various Topics in Electricity	
	0401 Construction Career Exploration 0404 PLTW Green Architecture	0413 Apprenticeship Readiness 0441 Exploration of Electricity/Electronics 0452 Electronics - General	0446 Low Voltage 1 0447 Low Voltage 2 0453 Various Topics in Electronics 0462 Electricity/Electronics-General 0494 Electricity/Electronics-Related Subjects	0498 Construction Trades-Internship 0499 Construction Trades-Other
Skilled Trades (Electrical Systems)				





Postsecondary Programs, Degrees, and Colleges



HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Carpenters	Skilled Trades	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Luna Community College New Mexico State University-Dona Ana New Mexico State University-Grants San Juan College Southeast New Mexico College University of New Mexico-Gallup Campus
Construction Managers	Construction Planning & Development	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College Mesalands Community College New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University
Electricians	Skilled Trades	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Luna Community College Navajo Technical University New Mexico State University-Dona Ana New Mexico State University-Grants Northern New Mexico College University of New Mexico-Gallup Campus
First-Line Supervisors Of Construction Trades and Extraction Workers	Construction Planning & Development; Skilled Trades	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University New Mexico Junior College New Mexico State University-Dona Ana New Mexico State University-Grants Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College University of New Mexico-Gallup Campus





Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
First-Line Supervisors Of Mechanics, Installers, and Repairers	Construction Planning & Development; Equipment Operation & Maintenance	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	University of New Mexico-Los Alamos Campus Clovis Community College Eastern New Mexico University- Ruidoso Branch Community College San Juan College Eastern New Mexico University- Roswell Campus
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	Skilled Trades	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Roswell Campus New Mexico State University-Dona Ana Santa Fe Community College
Operating Engineers and Other Construction Equipment Operators	Equipment Operation & Maintenance	N/A	N/A
Painters, Construction and Maintenance	Skilled Trades	N/A	N/A
Plumbers, Pipefitters, and Steamfitters	Skilled Trades	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	New Mexico State University-Dona Ana Central New Mexico Community College Navajo Technical University Northern New Mexico College Santa Fe Community College
Welders, Cutters, Solderers, and Brazers	Skilled Trades	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	Central New Mexico Community College Eastern New Mexico University-Roswell Campus San Juan College Western New Mexico University Clovis Community College University of New Mexico-Gallup Campus New Mexico State University-Dona Ana Navajo Technical University New Mexico State University-Alamogordo New Mexico State University-Grants Santa Fe Community College Luna Community College New Mexico Junior College Southeast New Mexico College

Data Sources

O*NET and NCES -U.S. Department of Education data.

N/A: There are no post secondary offerings for this occupation



Career Readiness Benchmarks

Workforce Certifications for the Construction Cluster

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Architecture & Civil Engineering	Autodesk Certified User - AutoCAD Autodesk Revit
Construction Planning & Development	OSHA 10 Construction Certified Drafter - Architectural (ADDA)
Equipment Operation & Maintenance	OSHA 10 Construction Heavy Equipment Operator Level 1 (NOCTI)
Skilled Trades (Carpentry)	OSHA 10 Construction OSHA Confined Space Entry Training for Construction Certificate OSHA Competent Person Fall Protection Certificate and 1 Hour Fall Protection Certificate OSHA Scaffold Safety in Construction
Skilled Trades (Electrical Systems)	OSHA 10 Construction OSHA Confined Space Entry Training for Construction Certificate OSHA Competent Person Fall Protection Certificate and 1 Hour Fall Protection Certificate OSHA Scaffold Safety in Construction
Skilled Trades (Mixed Construction Trades)	OSHA 10 Construction OSHA Confined Space Entry Training for Construction Certificate OSHA Competent Person Fall Protection Certificate and 1 Hour Fall Protection Certificate OSHA Scaffold Safety in Construction
Skilled Trades (Welding Technology)	OSHA 10 Construction OSHA Confined Space Entry Training for Construction Certificate OSHA Competent Person Fall Protection Certificate and 1 Hour Fall Protection Certificate OSHA Scaffold Safety in Construction

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Business Professionals of America (BPA) is the leading CTSO designed for students pursuing careers in finance, business administration, management, information systems, digital communication, marketing and other business related fields.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Data Science & Artificial Intelligence (Scientific Computing)	0312 CS/Programming 0313 Business Programming 0349 Computer Science for Innovators & Makers	0314 Database Foundations-Oracle Academy 0323 Computer Science/Programming 0332 Computers, Networks & Databases-AC 0336 AP Computer Science Principles	0330 Database Design/Programming-Oracle Academy 0333 Design for the Digital World-AC 0334 Databases in the Cloud-AC	2060 AP Statistics 0331 Database Programming w/PL/SQL 0335 Developing a Cloud Presence-AC 0397 Computer/IT Sc-OJT 0399 Computer/IT Sciences-Dual Credit
Information Technology Support & Services	0317 Computer Technology 0349 Computer Science for Innovators & Makers	0320 Computer Technology Assistant I 0336 AP Computer Science Principles	0321 Computer Technology Assistant II 0344 Computer Science Essentials-PLTW	0322 Computer Technology Assistant III 0397 Computer/IT Sc-OJT 0399 Computer/IT Sciences-Dual Credit
Network Systems & Cybersecurity	0312 CS/Programming 0348 App Creators - PLTW 0349 Computer Science for Innovators & Makers	0318 Network Technology 0336 AP Computer Science Principles 0341 CCNA Routing & Switching Part 1-Cisco Academy 0350 Cyber Literacy	0319 Computer Networking II 0347 Cybersecurity-PLTW 0351 Cyber Literacy 2 0352 Cybersecurity 0353 Cyber and Society 0342 CCNA Routing & Switching Part 2	0397 Computer/IT Sc-OJT 0399 Computer/IT Sciences-Dual Credit
Software Solutions (Computer Science)	0312 CS/Programming 0313 Business Programming	0323 Computer Science/Programming 0336 AP Computer Science Principles	0324 Programming 0325 Advanced Programming 0326 Computer Programming-Other Lang 0328 IB Computer Studies	0327 AP Computer Science A 0346 AP Computer Science A - PLTW 0397 Computer/IT Sc-OJT 0399 Computer/IT Sciences-Dual Credit
Unmanned Vehicle Technology	1602 PLTW Gateway to Technology 1668 Automation & Robotics 0348 App Creators-PLTW 0349 Computer Science for Innovators & Makers	0316 Computing Systems 0336 AP Computer Science Principles	1303 Advanced Analog-Digital Logic and Circuits 1618 PLTW Computer Integrated Manufacturing 1732 Principles of Technology 1783 Scientific Technology	0327 AP Computer Science A 0346 AP Computer Science A - PLTW 0397 Computer/IT Sc-OJT 0399 Computer/IT Sciences-Dual Credit 1686 Mechatronic Systems for Advanced Production-AC
Web & Cloud (Computing for the Social Good)	0317 Computer Technology 0349 Computer Science for Innovators & Makers	0316 Computing Systems 0336 AP Computer Science Principles 1626 Emergent Technologies	0354 Art & Computer Science 1627 Research and Development 1673 Creativity & Innovations-AC 1672 Impacts of Science & Technology-AC	0346 AP Computer Science A - PLTW 0397 Computer/IT Sc-OJT 0399 Computer/IT Sciences-Dual Credit



Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
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Computer and Information Systems Managers	IT Support & Services; Network Systems & Cybersecurity; Software Solutions; Web & Cloud	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southwestern Indian Polytechnic Institute University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus Western New Mexico University
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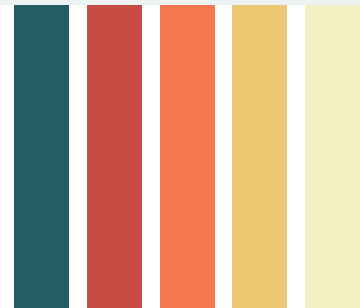
Computer Network Architects	Network Systems & Cybersecurity; Web & Cloud	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus
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Computer User Support Specialists	IT Support & Services	Certificate of less than one year Certificate of at least one but less than two years	Central New Mexico Community College Mesalands Community College Santa Fe Community College University of New Mexico-Taos Campus
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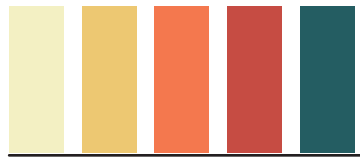


HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Computer Network Support Specialists	Network Systems & Cybersecurity; Web & Cloud	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southwestern Indian Polytechnic Institute University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus
Computer Systems Analysts	Data Science & AI; Network Systems & Cybersecurity	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University Navajo Technical University New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Alamogordo New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Dona Ana New Mexico State University-Main Campus New Mexico State University-Main Campus Northern New Mexico College Northern New Mexico College San Juan College San Juan College San Juan College Santa Fe Community College University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus
Software Developers	Software Solutions; Web & Cloud	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Luna Community College New Mexico State University-Alamogordo New Mexico State University-Dona Ana Santa Fe Community College





HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Data Scientists	Data Science & AI	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Luna Community College Navajo Technical University New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College University of New Mexico-Main Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University
Database Administrators	Software Solutions	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus
Network and Computer Systems Administrators	Network Systems & Cybersecurity	Certificate of Less than One Year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus New Mexico Institute of Mining and Technology New Mexico State University-Grants Southwestern Indian Polytechnic Institute Eastern New Mexico University-Roswell Campus Western New Mexico University





HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Information Security Analysts	Network Systems & Cybersecurity	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Navajo Technical University New Mexico Institute of Mining and Technology New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southwestern Indian Polytechnic Institute University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus Western New Mexico University

Data Sources

O*NET and NCES -U.S. Department of Education data.
N/A: There are no post secondary offerings for this occupation

Career Readiness Benchmarks

Workforce Certifications for the Digital Technology Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Data Science & Artificial Intelligence (Scientific Computing)	Google Data Analytics Professional Certificate+ Microsoft Certified: Azure AI Fundamentals
Information Technology Support & Services	CompTIA IT Fundamentals CompTIA A+ CompTIA Network+ CompTIA Security+
Network Systems & Cybersecurity	CompTIA Network+ CompTIA Security+ Certified Network Professional Certified Wireless Technician
Software Solutions (Computer Science)	CompTIA IT Fundamentals AWS Certified Developer - Associate Professional Software Developer MS 365 Certified Fundamentals
Unmanned Vehicle Technology	FAA Part 107 Remote Pilot Certificate
Web & Cloud (Computing for the Social Good)	IT Specialist JavaScript CSS and/or HTML Big Data Foundation Certification SAP Certified Development Associate

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Educators Rising cultivates highly skilled educators by guiding young people on a path to becoming accomplished teachers, beginning in high school and extending through college and into the profession.

Family, Career and Community Leaders of America (FCCLA) is a national student organization that helps youth develop leadership and workplace skills to prepare for both college and careers through peer to peer education, community engagement, and the application of skills learned in the Family and Consumer Sciences (FCS) classroom.

HOSA - Future Health Professionals is a national student organization recognized by the U.S. Department of Education and the Health Science Education Division of ACTE. HOSA's two-fold mission is to promote career opportunities in the health care industry and to enhance the delivery of quality health care.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Early Childhood Development	0525 Introduction to Leadership 1603 Career Exploration	0550 Child & Human Development 0814 Multicultural Studies 0842 School Orientation	0552 Child Development Lab 0553 Child Development Lab II 0554 Child Development Lab III 0555 Child Development Lab IV 0519 Child Care/Work Experience	0597 Teaching & Practicum -OJT 0599 Family/Consumer Sc-Other 2773 AP Psychology
Teaching, Training & Facilitation	0525 Introduction to Leadership 1603 Career Exploration	0550 Child & Human Development	0562 Teacher Academy 1 0563 Teacher Academy 2	0597 Teaching & Practicum -OJT 0599 Family/Consumer Sc-Other 0831 Tutoring Practicum 2773 AP Psychology

Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Child, Family, and School Social Workers	Learner Support & Community Engagement	Associate's Degree Bachelor's Degree Postbaccalaureate Certificate Master's Degree	Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Mesalands Community College New Mexico State University-Alamogordo New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College University of New Mexico-Taos Campus Western New Mexico University
Education Administrators, Kindergarten Through Secondary	Education Administration & Leadership	Certificate of less than one year Certificate of at least one but less than two years Postbaccalaureate Certificate Master's Degree Post-Master's Certificate Doctor's Degree	Central New Mexico Community College Navajo Technical University New Mexico Highlands University New Mexico State University-Dona Ana New Mexico State University-Main Campus University of New Mexico-Main Campus University of the Southwest Western New Mexico University
Educational, Guidance, and Career Counselors and Advisors	Learner Support & Community Engagement	Certificate of at least one but less than two years Associate's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Certificate Doctor's Degree	Eastern New Mexico University-Main Campus Navajo Technical University New Mexico Highlands University New Mexico State University-Main Campus University of New Mexico-Main Campus University of the Southwest Western New Mexico University



HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Elementary School Teachers, Except Special Education	Teaching, Training, & Facilitation	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Certificate	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University
Health Specialties Teachers, Postsecondary	Teaching, Training, & Facilitation	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Certificate of more than two but less than 4 years Bachelor's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Certificate Doctor's Degree	Brookline College-Albuquerque Carrington College-Albuquerque Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Glitz School of Cosmetology Luna Community College Mesalands Community College Navajo Technical University New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College Pima Medical Institute-Albuquerque San Juan College Santa Fe Community College Southeast New Mexico College Southwestern College University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus Western New Mexico University
Management Analysts	Education Administration & Leadership	N/A	N/A
Self-Enrichment Teachers	Teaching, Training, & Facilitation	N/A	N/A





HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Kindergarten Teachers, Except Special Education	Teaching, Training, & Facilitation	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Certificate Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University
Middle School Teachers, Except Special and Career/ Technical Education	Teaching, Training, & Facilitation	Bachelor's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Certificate Doctor's Degree	Eastern New Mexico University-Main Campus (Institution Totals) Eastern New Mexico University-Main Campus New Mexico Highlands University (Institution Totals) New Mexico Highlands University New Mexico Institute of Mining and Technology (Institution Totals) New Mexico Institute of Mining and Technology University of New Mexico-Main Campus (Institution Totals) University of New Mexico-Main Campus New Mexico State University-Main Campus (Institution Totals) New Mexico State University-Main Campus Santa Fe Community College (Institution Totals) Santa Fe Community College Western New Mexico University (Institution Totals) Western New Mexico University
Secondary School Teachers, Except Special and Career/ Technical Education	Teaching, Training, & Facilitation	Certificates of less than 1 year Associate's Degree Bachelor's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Certificate Doctor's Degree	Clovis Community College New Mexico Highlands University New Mexico State University-Main Campus Santa Fe Community College Western New Mexico University Eastern New Mexico University-Main Campus Central New Mexico Community College New Mexico Institute of Mining and Technology Northern New Mexico College San Juan College University of New Mexico-Main Campus University of the Southwest Luna Community College University of New Mexico-Valencia County Campus Navajo Technical University St. John's College Eastern New Mexico University Ruidoso Branch Community College Clovis Community College Eastern New Mexico University-Roswell Campus Mesalands Community College University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Taos Campus

Data Sources

O*NET and NCES -U.S. Department of Education data.

N/A: There are no post secondary offerings for this occupation



Career Readiness Benchmarks

Workforce Certifications for the Education Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Early Childhood Development	AAFCS (American Association of Family & Consumer Science) Education Fundamentals First Aid/CPR Early Childhood Education Certificate
Teaching, Training & Facilitation	AAFCS (American Association of Family & Consumer Science) Education Fundamentals IC3 Digital Literacy Certification MS Office Specialists Certification

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

FFA is an intracurricular student organization for those interested in agriculture and leadership. It is an integral part of agricultural education in New Mexico and across the country.

HOSA – Future Health Professionals is a national student organization recognized by the U.S. Department of Education and the Health Science Education Division of ACTE. HOSA's two-fold mission is to promote career opportunities in the health care industry and to enhance the delivery of quality health care.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Clean & Alternative Energy	1603 Career Exploration	1678 Clean Energy Systems-AC	1679 Clean Energy Applications-AC 1680 Clean Energy Strategies-AC	1606 Work Experience 1681 Clean Energy Innovations-AC 1699 Technology Education- Other
Conservation, Water & Land Management	0131 Agricultural Explorations 0132 Agricultural Science 1603 Career Exploration	0133 Introduction to the Science of Agriculture 0134 Physical Science of Agriculture 0138 Introduction to Ag, Food & Natural Resources CASE	0181 Environmental Science/ Natural Resources 0182 Forestry/Wildlife Management 1774 Wildlife Science 0186 Natural Resources and Ecology CASE 0187 Environmental Science Issues CASE	0191 Ag Internship OJT 0197 Agricultural Research & Development CASE 0199 Agriculture - Other 1752 AP Environmental Science
Environmental Protection	1603 Career Exploration	NA	1751 Environmental Science	0297 Business Work Experience/Co-op 1752 AP Environmental Science 2598 Public Protective Social Services-Co-op 2599 Public Protective Social Services-Other
Resource Extraction (Energy & Natural Resource Management)	1603 Career Exploration	1687 Foundations of Energy and Natural Resources Management	1688 Energy and Power - Generation and Distribution 1689 Applications of Integrated Energy Systems	1690 Energy and Natural Resources Management Practicum and Advanced Applications 1697 Technology Education - OJT 1699 Technology Education- Other
Utilities	1603 Career Exploration	0964 Energy & Power Foundations-AC 0963 Energy/Power	0965 Energy Transmission & Distribution-AC 0966 Electronics & Control Systems	0967 Advanced Science & Engineering Systems-AC 1606 Work Experience 1699 Technology Education- Other



Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Architectural and Engineering Managers	Clean & Alternative Energy; Ecological Research & Development; Environmental Protection; Resource Extraction; Utilities	Bachelor's Degree Master's Degree Doctor's Degree	New Mexico Institute of Mining and Technology New Mexico State University-Main Campus
Compliance Officers	Environmental Protection; Resource Extraction	N/A	N/A
First-Line Supervisors Of Construction Trades and Extraction Workers	Resource Extraction; Utilities	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University New Mexico Junior College New Mexico State University-Dona Ana New Mexico State University-Grants Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College University of New Mexico-Gallup Campus
First-Line Supervisors Of Mechanics, Installers, and Repairers	Clean & Alternative Energy; Resource Extraction; Utilities	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	University of New Mexico-Los Alamos Campus Clovis Community College Eastern New Mexico University- Ruidoso Branch Community College San Juan College Eastern New Mexico University- Roswell Campus
General and Operations Managers	Conservation & Land Management	N/A	N/A
Industrial Machinery Mechanics	Resource Extraction	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	University of New Mexico-Los Alamos Campus Clovis Community College Eastern New Mexico University- Ruidoso Branch Community College San Juan College Eastern New Mexico University- Roswell Campus
Refuse and Recyclable Material Collectors	Utilities	N/A	N/A
Roustabouts, Oil and Gas	Resource Extraction	N/A	N/A
Service Unit Operators, Oil and Gas	Resource Extraction	N/A	N/A
Wellhead Pumpers	Resource Extraction	N/A	N/A

Data Sources

O*NET and NCES -U.S. Department of Education data.

N/A: There are no post secondary offerings for this occupation



Career Readiness Benchmarks

Workforce Certifications for the Energy & Natural Resources Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Clean & Alternative Energy	<ul style="list-style-type: none"> Energy Industry Fundamentals (EIF) 2.0 Solar PV Associate LEED Green Associate Autodesk Certified User - AutoCAD
Conservation, Water & Land Management	<ul style="list-style-type: none"> Certified Adobe Professional Esri GIS Fundamentals Foundation Certificate FAA Part 107 Remote Pilot Certification (US) LEED Green Associate
Environmental Protection	<ul style="list-style-type: none"> Sustainability 101 LEED Green Associate Esri GIS Fundamentals Foundation Certification
Resource Extraction (Energy & Natural Resource Management)	<ul style="list-style-type: none"> FESTO Industry Certification Program NIMS Industrial Technology Maintenance (ITM) - Basic Mechanical Systems Certificate NIMS ITM - Maintenance Operations Certificate
Utilities	<ul style="list-style-type: none"> Certified Fiber Optics Technician (CFOT) Solar PV Associate EPA Section 608 Technician Certification

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Business Professionals of America (BPA) is the leading CTSO designed for students pursuing careers in finance, business administration, management, information systems, digital communication, marketing and other business related fields.

DECA prepares emerging leaders and entrepreneurs for careers in marketing, finance, hospitality and management in high schools and colleges around the globe.

FFA is an intracurricular student organization for those interested in agriculture and leadership. It is an integral part of agricultural education in New Mexico and across the country.



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Accounting	0201 Business/Office Career Exploration 1603 Career Exploration	0207 Accounting	0210 Advanced Accounting 0212 Cost Accounting 0239 Individual Taxation	0294 AP Microeconomics 0295 AP Macroeconomics 0297 Business Work Experience/Co-op 0299 Business-Other
Banking & Credit	0201 Business/Office Career Exploration 1603 Career Exploration	0221 Introductory Business	0231 Financial Spreadsheets	0294 AP Microeconomics 0295 AP Macroeconomics 0297 Business Work Experience/Co-op 0299 Business-Other
Financial Strategy & Investments	0201 Business/Office Career Exploration 1603 Career Exploration	0228 Personal & Business Finance 0517 Consumer Economics, Personal Finance	0225 Financial Services	0294 AP Microeconomics 0295 AP Macroeconomics 0297 Business Work Experience/Co-op 0299 Business-Other
Real Estate	0201 Business/Office Career Exploration 1603 Career Exploration	0250 Business Law 2763 Business Law	1804 Marketing-Real Estate 0224 Business Ownership & Entrepreneurship	0294 AP Microeconomics 0295 AP Macroeconomics 0297 Business Work Experience/Co-op 0299 Business-Other



Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Accountants and Auditors	Accounting	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Master's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Navajo Technical University New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of the Southwest Western New Mexico University
Claims Adjusters, Examiners, and Investigators	Insurance	N/A	N/A
Compliance Officers	Insurance	Associate's Degree Bachelor's Degree Master's Degree	New Mexico Highlands University Pima Medical Institute-Albuquerque University of the Southwest
Financial and Investment Analysts	Financial Strategy & Investments; Insurance	Certificate of less than one year Bachelor's Degree Master's Degree	Central New Mexico Community College Eastern New Mexico University Ruidoso Branch Community College New Mexico State University-Main Campus University of the Southwest
Insurance Sales Agents	Insurance	N/A	N/A
Property, Real Estate, and Community Association Managers	Real Estate	N/A	N/A
Real Estate Brokers	Real Estate	N/A	N/A
Real Estate Sales Agents	Real Estate	N/A	N/A
Securities, Commodities, and Financial Services Sales Agents	Financial Strategy & Investments	N/A	N/A
Title Examiners, Abstractors, and Searchers	Insurance	Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Clovis Community College Navajo Technical University New Mexico Junior College New Mexico State University-Alamogordo Santa Fe Community College Southeast New Mexico College University of New Mexico-Gallup Campus

Data Sources

O*NET and NCES -U.S. Department of Education data.

N/A: There are no post secondary offerings for this occupation



Career Readiness Benchmarks

Workforce Certifications for the Financial Services Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Accounting	Intuit QuickBooks Certified User Intuit Bookkeeping Certification
Banking & Credit	Professional Communications Certificate and Financial Analysis Software Certificate
Financial Strategy & Investments	Professional Communications Certificate and Financial Analysis Software Certificate
Real Estate	Google Digital Marketing & Ecommerce IC3 Digital Literacy Certification MS Office Specialists Certification

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Business Professionals of America (BPA) is the leading CTSO designed for students pursuing careers in finance, business administration, management, information systems, digital communication, marketing and other business related fields.

Family, Career and Community Leaders of America (FCCLA) is a national student organization that helps youth develop leadership and workplace skills to prepare for both college and careers through peer to peer education, community engagement, and the application of skills learned in the Family and Consumer Sciences (FCS) classroom.

FFA is an intracurricular student organization for those interested in agriculture and leadership. It is an integral part of agricultural education in New Mexico and across the country.

HOSA – Future Health Professionals is a national student organization recognized by the U.S. Department of Education and the Health Science Education Division of ACTE. HOSA's two-fold mission is to promote career opportunities in the health care industry and to enhance the delivery of quality health care.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Behavioral & Mental Health	0525 Introduction to Leadership 1603 Career Exploration	0550 Child & Human Development	0521 Human Growth & Behavior	0597 Teaching & Practicum -OJT 0599 Family/Consumer Sc-Other 2773 AP Psychology
Biotechnology Research & Development	1501 Health Care Occupations Career Exploration 1570 Medical Detectives PLTW 1603 Career Exploration	1551 Introduction to Biotechnology Research & Development 1660 PLTW Principles of Biomedical Sciences	1550 Medical Anatomy & Physiology 1661 Human Body Systems-PLTW 1662 Medical Intervention-PLTW	1597 Health Care Sciences-OJT 1598 Health Care Sciences-Co-Op 1599 Health Care Sciences-Other 1725 AP Chemistry 1664 Biomedical Innovation-PLTW
Community & Social Service	0525 Introduction to Leadership 1603 Career Exploration	0517 Consumer Economics/ Personal Finance 2501 Exploration of Public Service	0520 Elder Care/Gerontology 2504 Public Administration 2595 Public Protective Social Services-Subject	2598 Public Protective Social Services-Co-Op 2599 Public Protective Social Services-Other 2773 AP Psychology 0599 Family/Consumer Sc-Other
Health Data & Administration	1501 Health Care Occupations Career Exploration 1570 Medical Detectives PLTW 1603 Career Exploration	1502 Health Care Occupations 1560 Health Informatics Data & Use-AC	1513 Medical/Clerical Assisting 1514 Medical Office 1521 Spanish Medical Terminology 1561 Transforming Data into Information-AC 1562 Transforming Data into Knowledge-AC	1563 Problems & Solutions-AC 1597 Health Care Sciences-OJT 1598 Health Care Sciences-Co-Op 1599 Health Care Sciences-Other 1715 AP Biology
Personal Care Services	0525 Introduction to Leadership 1603 Career Exploration	0603 Cosmetology-Licensing	0605 Cosmetology-Non-licensing 0604 Barbering 0606 Cosmetology-Nail Specialization 0607 Cosmetology Facial Specialize 0695 Cosmetology-Related Subjects	0698 Cosmetology-Internship 0699 Cosmetology-Other
Physical Health	1501 Health Care Occupations 1570 Medical Detectives PLTW	1502 Health Care Occupations 1503 Allied Health Occupations 1520 Medical Terminology	1504 Nursing-CNA 1505 Nursing-LPN 1506 Home Health Care 1507 Nursing Science I 1519 Central Service Technician 1524 Dental Laboratory Technician 1523 Dental Assisting 1540 Sports Medicine 1550 Medical Anatomy & Physiology	1597 Health Care Sciences-OJT 1598 Health Care Sciences-Co-Op 1599 Health Care Sciences-Other 1715 AP Biology 1725 AP Chemistry



Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Child, Family, and School Social Workers	Community & Social Services	Associate's Degree Bachelor's Degree Postbaccalaureate Certificate Master's Degree	Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Mesalands Community College New Mexico State University-Alamogordo New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College University of New Mexico-Taos Campus Western New Mexico University
Computer User Support Specialists	Health Data & Administration	N/A	N/A
Educational, Guidance, and Career Counselors and Advisors	Community & Social Services	Certificate of at least one but less than two years Associate's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Certificate Doctor's Degree	Eastern New Mexico University-Main Campus Navajo Technical University New Mexico Highlands University New Mexico State University-Main Campus University of New Mexico-Main Campus University of the Southwest Western New Mexico University
Exercise Trainers and Group Fitness Instructors	Personal Care Services	Certificate of less than one year	Western New Mexico University
Licensed Practical and Licensed Vocational Nurses	Physical Health	Certificates of at least 1 but less than 2 years Certificates of at least 12 weeks but less than 1 year	Brookline College-Albuquerque Carrington College-Albuquerque Clovis Community College Luna Community College New Mexico Junior College New Mexico State University-Dona Ana Northern New Mexico College Pima Medical Institute-Albuquerque Santa Fe Community College Southeast New Mexico College
Medical and Health Services Managers	Health Data & Administration	Certificates of less than 1 year Associate's Degree Bachelor's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Certificate Doctor's Degree	Central New Mexico Community College New Mexico State University-Dona Ana New Mexico State University-Main Campus Pima Medical Institute-Albuquerque University of New Mexico-Main Campus University of the Southwest Western New Mexico University
Pharmacy Technicians	Physical Health	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	Carrington College-Albuquerque Central New Mexico Community College Eastern New Mexico University-Roswell Campus Pima Medical Institute-Albuquerque San Juan College



HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Nurse Practitioners	Physical Health	Certificate of Less than One Year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Postbaccalaureate Certificate Master's Degree Post-Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus New Mexico Institute of Mining and Technology New Mexico State University-Grants Southwestern Indian Polytechnic Institute Eastern New Mexico University-Roswell Campus Western New Mexico University
Registered Nurses	Physical Health	Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Brookline College-Albuquerque Carrington College-Albuquerque Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Luna Community College Mesalands Community College Navajo Technical University New Mexico Highlands University New Mexico Junior College New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College University of New Mexico-Gallup Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus Western New Mexico University New Mexico State University-Main Campus New Mexico State University-Main Campus University of New Mexico-Main Campus New Mexico State University-Main Campus New Mexico State University-Main Campus University of New Mexico-Main Campus Western New Mexico University New Mexico State University-Main Campus
Social and Human Service Assistants	Community & Social Services	Associate's Degree	New Mexico State University-Alamogordo New Mexico State University-Grants Santa Fe Community College Western New Mexico University

Data Sources

O*NET and NCES -U.S. Department of Education data.
N/A: There are no post secondary offerings for this occupation



Career Readiness Benchmarks

Workforce Certifications for the Healthcare & Human Services Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Behavioral & Mental Health	Registered Behavior Technician Mental Health First Aid (MHFA) IC2 Digital Literacy Certification MS Office Specialists
Biotechnology Research & Development	OSHA General Industry-Healthcare with OSHA Laboratory Safety Bloodborne Pathogens Exposure Control Certificate IC3 Digital Literacy Certification
Community & Social Service	Community Health Worker Mental Health First Aid (MHFA) IC3 Digital Literacy Certification MS Office Specialists Certification
Health Data & Administration	Certified Medical Assistant (CMA) Certified Medical Administrative Assistants (CMAA) EKG Certification Certified Clinical Medical Assistant (CCMA)
Personal Care Services	New Mexico Cosmetology License Nail Technician (Manicurist/Pedicurist in NM) BARBICIDE Certification Esthetician License
Physical Health	Certified Nurse Aide IC3 Digital Literacy Certification Medical Scribe Certificate Certified Medical Administrative Assistants (CMAA)

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

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DECA prepares emerging leaders and entrepreneurs for careers in marketing, finance, hospitality and management in high schools and colleges around the globe.

Family, Career and Community Leaders of America (FCCLA) is a national student organization that helps youth develop leadership and workplace skills to prepare for both college and careers through peer to peer education, community engagement, and the application of skills learned in the Family and Consumer Sciences (FCS) classroom.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Accommodations	0201 Business/Office Career Exploration 0525 Introduction to Leadership	0261 Hospitality & Tourism	0265 Hotel Management I 0266 Hotel/Lodging Management II	0269 Hotel Management Internship 0549 Lodging Management Internship
Culinary & Food Services	0501 Family/Consumer Sc-Exploratory 0503 Basic Foods	0504 Nutrition 0508 Culinary Arts 0532 ProStart I 0540 Introduction to Hospitality & Tourism	0509 Professional Baking 0512 Advanced Food 0533 ProStart II	0297 Business Work Experience/Co-Op 0530 Hospitality Entrepreneurship 0539 ProStart Internship 0599 Family/Consumer Sc-Other
Travel & Leisure	0201 Business/Office Career Exploration 0525 Introduction to Leadership	0261 Hospitality & Tourism 0540 Introduction to Hospitality & Tourism	0528 Hospitality/Tourism/Recreation 0530 Entrepreneurship	0297 Business Work Experience/Co-Op 0299 Business-Other 0599 Family/Consumer Sc-Other

Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Chefs and Head Cooks	Culinary & Food Services	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Eastern New Mexico University-Main Campus Eastern New Mexico University-Ruidoso Branch Community College Luna Community College Navajo Technical University New Mexico State University-Dona Ana Santa Fe Community College University of New Mexico-Taos Campus
First-Line Supervisors Of Gambling Services Workers	Travel & Leisure	N/A	N/A
First-Line Supervisors Of Housekeeping and Janitorial Workers	Accommodations	Certificate of less than one year	Eastern New Mexico University-Roswell Campus New Mexico State University-Dona Ana Santa Fe Community College
First-Line Supervisors Of Landscaping, Lawn Service, and Groundskeeping Workers	Travel & Leisure	Certificates of at least 1 but less than 2 years Associate's Degree	Santa Fe Community College New Mexico State University-Main Campus
Food Service Managers	Culinary & Food Services	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University Ruidoso Branch Community College Luna Community College Navajo Technical University New Mexico State University-Dona Ana New Mexico State University-Main Campus Santa Fe Community College Southeast New Mexico College University of New Mexico-Taos Campus University of the Southwest
Fundraisers	Conferences & Events	Certificates of less than 1 year Associate's Degree Bachelor's Degree Master's Degree	Central New Mexico Community College New Mexico State University-Main Campus University of the Southwest Western New Mexico University



HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Lodging Managers	Accommodations	Associate's Degree Bachelor's Degree	Central New Mexico Community College Eastern New Mexico University Ruidoso Branch Community College New Mexico State University-Dona Ana New Mexico State University-Main Campus Santa Fe Community College Southeast New Mexico College University of the Southwest
Meeting, Convention, and Event Planners	Conferences & Events	N/A	N/A
Reservation and Transportation Ticket Agents and Travel Clerks	Travel & Leisure	N/A	N/A
Tree Trimmers and Pruners	Travel & Leisure	N/A	N/A

Data Sources

O*NET and NCES -U.S. Department of Education data.
N/A: There are no post secondary offerings for this occupation

Career Readiness Benchmarks

Workforce Certifications for the Hospitality, Events, & Tourism Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Accommodations	American Hotel & Lodging Educational Institute - Certified Guest Service Professional START Certified Front Desk Representative (CFDR) START Certified Maintenance Employee (CME)
Culinary & Food Services	ServSafe - Food Handler Pro Start Food Protection Manager Certification START Certified Kitchen Cook (CKC)
Travel & Leisure	American Hotel & Lodging Educational Institute - Certified Guest Service Professional American Certified Tourism Professional

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Business Professionals of America (BPA) is the leading CTSO designed for students pursuing careers in finance, business administration, management, information systems, digital communication, marketing and other business related fields.

DECA prepares emerging leaders and entrepreneurs for careers in marketing, finance, hospitality and management in high schools and colleges around the globe.

FFA is an intracurricular student organization for those interested in agriculture and leadership. It is an integral part of agricultural education in New Mexico and across the country.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Business Information Management (High School of Business)	0201 Business/Office Career Exploration	0221 Introductory Business 0233 Principles of Business/Economics (HSB)	0223 Business Management 0234 Principles of Marketing/Finance (HSB) 0235 Principles of Management/Business Strategies (HSB)	0294 AP Microeconomics 0295 AP Macroeconomics 0297 Business Work Experience/Co-op 0299 Business-Other
Entrepreneurship & Small Business	0201 Business/Office Career Exploration	0221 Introductory Business	0224 Business Ownership/Management	0294 AP Microeconomics 0295 AP Macroeconomics 0297 Business Work Experience/Co-op 0299 Business-Other
Leadership & Operations	0201 Business/Office Career Exploration 0232 Business Computer Skills	0221 Introductory Business 0202 Business Communications & Technology	0203 Business Communications & Technology II 0267 Human Resource Management	0297 Business Work Experience/Co-op 0299 Business-Other 0897 AP Seminar
Regulation	0201 Business/Office Career Exploration	0250 Business Law	0254 Business Ethics	0294 AP Microeconomics 0295 AP Macroeconomics 0297 Business Work Experience/Co-op 0299 Business-Other

Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Administrative Services Managers	Entrepreneurship & Small Business; Leadership & Operations	Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University Ruidoso Branch Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College Mesalands Community College New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University



HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Compliance Officers	Regulation	Associate's Degree Bachelor's Degree	Eastern New Mexico University-Main Campus Navajo Technical University New Mexico Institute of Mining and Technology New Mexico State University-Main Campus Northern New Mexico College Santa Fe Community College University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus Western New Mexico University
Construction Managers	Entrepreneurship & Small Business	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College Mesalands Community College New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus (Institution Totals) University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus (Institution Totals) University of New Mexico-Main Campus University of New Mexico-Taos Campus (Institution Totals) University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus (Institution Totals) University of New Mexico-Valencia County Campus University of the Southwest (Institution Totals) University of the Southwest Western New Mexico University (Institution Totals) Western New Mexico University
Executive Secretaries and Executive Administrative Assistants	Leadership & Operations	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Clovis Community College Luna Community College Navajo Technical University New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants Northern New Mexico College Southeast New Mexico College University of New Mexico-Gallup Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus
Financial Managers	Business Information Management; Regulation	Certificate of less than one year Bachelor's Degree Master's Degree	Central New Mexico Community College Eastern New Mexico University Ruidoso Branch Community College New Mexico State University-Main Campus University of the Southwest





HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
General and Operations Managers	Entrepreneurship & Small Business; Leadership & Operations	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College Mesalands Community College New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University

Human Resources Specialists	Entrepreneurship & Small Business; Leadership & Operations	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College Mesalands Community College New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University
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Training and Development Specialists	Leadership & Operations	Bachelor's Degree Master's Degree	New Mexico Highlands University University of New Mexico-Main Campus Western New Mexico University
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HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Management Analysts	Business Information Management; Entrepreneurship & Small Business	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College Mesalands Community College New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University

Project Management Specialists	Entrepreneurship & Small Business; Project Management	Certificates of less than 1 year Certificate of at Least One but less Than Two Years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Grants New Mexico State University-Main Campus Southeast New Mexico College Southwestern Indian Polytechnic Institute Western New Mexico University Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College Mesalands Community College New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University Central New Mexico Community College University of New Mexico-Main Campus University of the Southwest
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Data Sources

O*NET and NCES -U.S. Department of Education data.

N/A: There are no post secondary offerings for this occupation





Career Readiness Benchmarks

Workforce Certifications for the Management & Entrepreneurship Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Business Information Management (High School of Business)	<ul style="list-style-type: none"> Microsoft 365 Apps IC3 Digital Literacy Certification Lean Six Sigma White and Yellow Belts
Entrepreneurship & Small Business	<ul style="list-style-type: none"> MS 365 Apps Entrepreneurship and Small Business (ESB) Certification Lean Six Sigma White and Yellow Belts
Leadership & Operations	<ul style="list-style-type: none"> MS 365 Apps Entrepreneurship and Small Business (ESB) Certification Lean Six Sigma White and Yellow Belts
Regulation	<ul style="list-style-type: none"> Project Management Ready Certification MS Office Specialists: Excel Associate General Management Google Project Management

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.



High school gets you ready for college and career

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CAREER TECHNICAL STUDENT ORGANIZATIONS

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SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Table with 5 columns: Program of Study, Middle School Exploration, Introduction, Concentration, Completion. Rows include Marketing & Advertising, Market Research, Analytics & Ethics, and Retail & Customer Experience.



Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Data Scientists	Market Research, Analytics, & Ethics	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Luna Community College Navajo Technical University New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College University of New Mexico-Main Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University
First-Line Supervisors Of Non-Retail Sales Workers	Retail & Customer Experience	N/A	N/A
First-Line Supervisors Of Retail Sales Workers	Retail & Customer Experience	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus New Mexico State University-Dona Ana New Mexico State University-Grants University of New Mexico-Main Campus University of the Southwest Western New Mexico University
Market Research Analysts and Marketing Specialists	Market Research, Analytics, & Ethics	Certificates of less than 1 year Associate's Degree Bachelor's Degree Postbaccalaureate Certificate Master's Degree	Central New Mexico Community College Eastern New Mexico University-Main Campus New Mexico State University-Main Campus San Juan College University of the Southwest Western New Mexico University
Marketing Managers	Marketing & Advertising	Master's Degree	University of the Southwest
Sales Managers	Retail & Customer Experience	Bachelor's Degree	New Mexico University-Main Campus
Sales Representatives Of Services, Except Advertising, Insurance, Financial Services, and Travel	Strategic Sales	Certificate of at Least One but less Than Two Years	Eastern New Mexico University-Roswell Campus New Mexico State University-Dona Ana
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Strategic Sales	Certificates of less than 1 year Certificate of at Least One but less Than Two Years	Central New Mexico Community College New Mexico State University-Dona Ana Eastern New Mexico University-Roswell Campus New Mexico State University-Dona Ana
Statisticians	Market Research, Analytics, & Ethics	Bachelor's Degree Master's Degree Doctor's Degree	New Mexico State University-Main Campus University of New Mexico-Main Campus

Data Sources

O*NET and NCES -U.S. Department of Education data.
N/A: There are no post secondary offerings for this occupation



Career Readiness Benchmarks

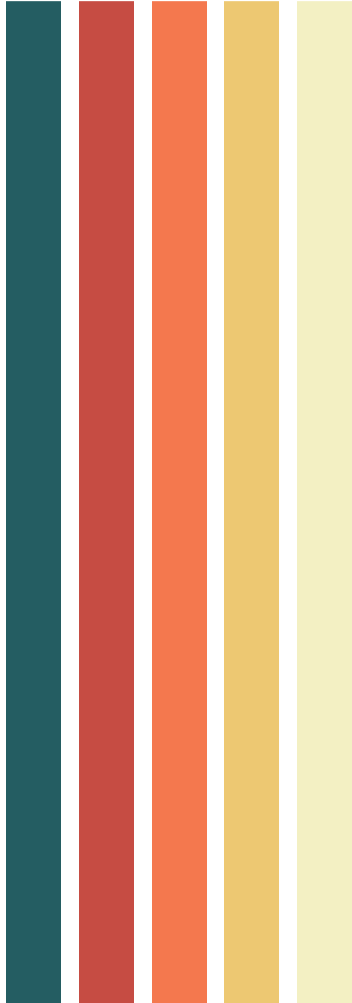


Workforce Certifications for the Marketing & Sales Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Marketing & Advertising	<ul style="list-style-type: none"> Google Ads HubSpot Content Marketing Meta Certified Digital Marketing Associate Google Analytics
Market Research, Analytics & Ethics	<ul style="list-style-type: none"> MS Office Specialist - Excel Google Data Analytics HubSpot Reporting Certification Certified Tableau Desktop Specialist
Retail & Customer Experience	<ul style="list-style-type: none"> Customer Service & Sales Certified Specialist Retail Industry Fundamentals Specialists Business of Retail Certified Specialists

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.





High school gets you ready for college and career

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CAREER TECHNICAL STUDENT ORGANIZATIONS

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Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Emergency Response	1405 Safety & First Aid 1501 Health Care Occupations Career 1603 Career Exploration	2501 Exploration of Public Service 2503 Community Protection 1502 Health Care Occupations	1516 EKG Technician 1517 Emergency Medical Technician 1792 Emergency Medical Tech (Applied Science) 2523 Fire Fighting	1597 Health Care Sciences-OJT 1598 Health Care Sciences-Co-op 1599 Health Care Sciences-Other 2598 Public Protective Social Services-Co-op 2599 Public Protective Social Services-Other
Judicial Systems	1603 Career Exploration	2761 Law Studies 2764 Legal System	2513 Criminal Justice Assisting 2763 Business Law 2762 Consumer Law 2765 Mock Trial	0897 AP Seminar 2598 Public Protective Social Services-Co-op 2599 Public Protective Social Services-Other 2773 AP Psychology
Local, State & Federal Services	0201 Business/Office Career Exploration 1603 Career Exploration	2501 Exploration of Public Service	2504 Public Administration 2595 Public Protective Social Services-Subject	0297 Business Work Experience/Co-op 0897 AP Seminar 2598 Public Protective Social Services-Co-op 2737 AP Government & Politics: Comparative 2799 Social Sciences/History-Other
Military & National Security	0201 Business/Office Career Exploration 1603 Career Exploration	2501 Exploration of Public Service 2503 Community Protection 2111 Introduction to ROTC	2112 Military ROTC 2121 ROTC Drill 2195 Military Science-Related Subjects	0297 Business Work Experience/Co-op 2736 AP Government and Politics: United States 2598 Public Protective Social Services-Co-op 2799 Social Sciences/History-Other 2199 Military Science-Other
Public Safety	1603 Career Exploration	2501 Exploration of Public Service 2503 Community Protection	1718 Forensic Science 2513 Criminal Justice Assisting 2761 Law Studies	2598 Public Protective Social Services-Co-op 2599 Public Protective Social Services-Other 2596 Public Protective Social Services- Independent



Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Community Health Workers	Local, State, & Federal Services	N/A	N/A
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Strategic Sales	N/A	N/A
Compliance Officers	Local, State, & Federal Services; Public Safety	N/A	N/A
Detectives and Criminal Investigators	Local, State, & Federal Services; Military & National Security; Public Safety	Certificate of less than one year Certificate of at least one but less than two years Associate's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Roswell Campus Luna Community College Navajo Technical University San Juan College Santa Fe Community College Western New Mexico University
Environmental Scientists and Specialists, Including Health	Local, State, & Federal Services	N/A	N/A
Lawyers	Judicial Systems	Master's Degree Doctor's Degree	University of New Mexico-Main Campus
Management Analysts	Local, State, & Federal Services	N/A	N/A
Paralegals and Legal Assistants	Judicial Systems	Certificates of at least 1 but less than 2 years Associate's Degree	Central New Mexico Community College (Institution Totals) Central New Mexico Community College Clovis Community College (Institution Totals) Clovis Community College Navajo Technical University (Institution Totals) Navajo Technical University New Mexico Junior College (Institution Totals) New Mexico Junior College New Mexico State University-Alamogordo (Institution Totals) New Mexico State University-Alamogordo Santa Fe Community College (Institution Totals) Santa Fe Community College Southeast New Mexico College (Institution Totals) Southeast New Mexico College University of New Mexico-Gallup Campus (Institution Totals) University of New Mexico-Gallup Campus
Police and Sheriff's Patrol Officers	Emergency Response; Public Safety	Certificates of less than 1 year Certificates of at least 1 but less than 2 years	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Roswell Campus Luna Community College Navajo Technical University San Juan College Santa Fe Community College Western New Mexico University
Postal Service Mail Carriers	Local, State, & Federal Services	N/A	N/A
Social and Community Service Managers	Local, State, & Federal Services	N/A	N/A

Data Sources

O*NET and NCES -U.S. Department of Education data.

N/A: There are no post secondary offerings for this occupation



Career Readiness Benchmarks



Workforce Certifications for the Public Service & Safety Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Emergency Response	Emergency Medical Technician First Aid/CPR IC3 Digital Literacy Certification Mental Health First Aid
Judicial Systems	Criminal Justice Job Ready IC3 Digital Literacy Certification MS Office Specialist Certification Accredited Legal Professional Certification
Local, State & Federal Services	MS Office Specialist IC3 Digital Literacy Certification CompTIA Tech+ Google Analytics
Military & National Security	Lean Six Sigma Yellow Belt First Aid/CPR FAA Part 107 Remote Pilot Certification MS Office Specialist Certification
Public Safety	Level One Security Guard First Aid/CPR Basic Life Support (BLS) Certification New Mexico Public Safety Telecommunicator (PST)

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.





High school gets you ready for college and career

Students should be advised to consider advanced courses and participate in a Career and Technical Student Organization (CTSO) to enrich their preparation for careers in this program.

CAREER TECHNICAL STUDENT ORGANIZATIONS

Career Technical Student Organizations (CTSOs) align with the 14 career clusters. Students involved in these organizations gain hands-on and real-world work experience that supplements what they learn in the classroom. The following CTSOs align with this career cluster.

Business Professionals of America (BPA) is the leading CTSO designed for students pursuing careers in finance, business administration, management, information systems, digital communication, marketing and other business related fields.

SkillsUSA is a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce.

The **Technology Student Association (TSA)** is a national student organization devoted exclusively to the needs of students engaged in science, technology, engineering and mathematics (STEM).



Recommended Programs of Study

A program of study helps students see how their courses connect to future careers. It provides a clear pathway of classes, skills, and experiences that support informed decisions about education and career goals.

Program of Study	Middle School Exploration	Introduction	Concentration	Completion
Air & Space Transportation	1603 Career Exploration	0953 Aviation	0955 Aviation II	0998 Transportation Tech-Internship 0999 Transportation Tech-Other
Maintenance & Repair (Auto Body Technology)	1603 Career Exploration	0933 Auto Detailing/Reconditioning	0942 Auto Body Repair/Refinishing-General 0943 Particular Topics in Automotive Body Repair & Refinishing	0998 Transportation Tech-Internship 0999 Transportation Tech-Other
Maintenance & Repair (Automotive Maintenance)	1603 Career Exploration	0901 Introduction to Automobiles 0912 Automobile Technology-Comprehensive 0918 Small Engine Mechanics	0920 Auto Tech 2 0921 Auto Tech 3	0998 Transportation Tech-Internship 0999 Transportation Tech-Other
Maintenance & Repair (Aviation Technology)	1603 Career Exploration	0911 Introduction to Transportation	0922 Aircraft Power Plant 0923 Aircraft Airframe	0998 Transportation Tech-Internship 0999 Transportation Tech-Other
Maintenance & Repair (Diesel Mechanics)	1603 Career Exploration	0915 Diesel Mechanics-General	0916 Diesel Mechanics-Variou Topics	0998 Transportation Tech-Internship 0999 Transportation Tech-Other
Planning & Logistics	1603 Career Exploration	0925 Introduction to Logistics-AC	0926 Functional Areas in Logistics-AC 0927 Global Logistics Management-AC	0928 Logistics & Supply Chain Management-AC 0998 Transportation Tech-Internship 0999 Transportation Tech-Other
Purchasing & Warehousing	1603 Career Exploration	1623 Production Systems	1813 Warehouse Operations	1606 Work Experience 1699 Technology Education-Other



Postsecondary Programs, Degrees, and Colleges

HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Aircraft Mechanics and Service Technicians	Maintenance & Repair	Certificates of at least 1 but less than 2 years Associate's Degree	Central New Mexico Community College Eastern New Mexico University-Roswell Campus
Automotive Service Technicians and Mechanics	Maintenance & Repair	Certificate of less than one year Certificate of at least one but less than two years	New Mexico State University-Alamogordo New Mexico State University-Dona Ana Northern New Mexico College Santa Fe Community College University of New Mexico-Valencia County Campus
Bus and Truck Mechanics and Diesel Engine Specialists	Maintenance & Repair	Certificate of at least one but less than two years Associate's Degree Certificate of at least two but less than four years	Central New Mexico Community College San Juan College
Bus Drivers, School	Ground & Rail Transportation	Certificate of less than one year Certificate of at least one but less than two years	Eastern New Mexico University-Roswell Campus San Juan College Navajo Technical University University of New Mexico-Taos Campus
First-Line Supervisors Of Mechanics, Installers, and Repairers	Maintenance & Repair	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree	University of New Mexico-Los Alamos Campus Clovis Community College Eastern New Mexico University- Ruidoso Branch Community College San Juan College Eastern New Mexico University- Roswell Campus
Heavy and Tractor-Trailer Truck Drivers	Ground & Rail Transportation	Certificates of less than 1 year Certificates of at least 1 but less than 2 years	Eastern New Mexico University-Roswell Campus Navajo Technical University San Juan College University of New Mexico-Taos Campus
Highway Maintenance Workers	Maintenance & Repair	N/A	N/A
Industrial Truck and Tractor Operators	Ground & Rail Transportation	N/A	N/A
Logisticians	Planning & Logistics	Certificates of less than 1 year Certificates of at least 1 but less than 2 years Associate's Degree Bachelor's Degree Master's Degree Doctor's Degree	Central New Mexico Community College Clovis Community College Eastern New Mexico University-Main Campus Eastern New Mexico University-Roswell Campus Eastern New Mexico University Ruidoso Branch Community College Institute of American Indian and Alaska Native Culture and Arts Development Luna Community College Mesalands Community College New Mexico Highlands University New Mexico Institute of Mining and Technology New Mexico Junior College New Mexico State University-Alamogordo New Mexico State University-Dona Ana New Mexico State University-Main Campus Northern New Mexico College San Juan College Santa Fe Community College Southeast New Mexico College Southwestern Indian Polytechnic Institute University of New Mexico-Gallup Campus University of New Mexico-Los Alamos Campus University of New Mexico-Main Campus University of New Mexico-Taos Campus University of New Mexico-Valencia County Campus University of the Southwest Western New Mexico University



HIGH VALUE OCCUPATION	SUB-CLUSTER	DEGREES AWARDED	POSTSECONDARY INSTITUTION
Production, Planning, and Expediting Clerks	Purchasing & Warehousing	N/A	N/A

Data Sources

O*NET and NCES -U.S. Department of Education data.

N/A: There are no post secondary offerings for this occupation

Career Readiness Benchmarks

Workforce Certifications for the Supply Chain & Transportation Cluster:

Workforce certifications provide proof that students have the skills valued by employers. Earning industry-recognized credentials aligned to a career cluster can open doors to jobs, strengthen postsecondary plans, and provide a head start in the workforce.

PROGRAM OF STUDY	ALIGNED INDUSTRY RECOGNIZED CREDENTIALS
Air & Space Transportation	Aircraft Electronics Technician FAA Mechanic Certificate - PowerPlant (P) Rating FAA Mechanic Certificate - Airframe and PowerPlant (A&P) Rating
Maintenance & Repair (Auto Body Technology)	ASE Light Maintenance & Repair Automobile Service Technology SNAP ON DVOM Certified Auto Glass Technician
Maintenance & Repair (Automotive Maintenance)	ASE Light Maintenance & Repair Automobile Service Technology SNAP ON DVOM Certified Auto Glass Technician
Maintenance & Repair (Aviation Technology)	Aircraft Electronics Technician FAA Mechanic Certificate - PowerPlant (P) Rating FAA Mechanic Certificate - Airframe and PowerPlant (A&P) Rating
Maintenance & Repair (Diesel Mechanics)	ASE Medium/Heavy Truck Technician
Planning & Logistics	Certified Logistics Associate - Foundational Level Supply Chain, Inventory & Logistics Certified Specialists
Purchasing & Warehousing	OSHA- Approved Forklift Operator Supply Chain, Inventory & Logistics Certified Specialists

Note: Students successfully exiting a course of study in this cluster may be eligible to earn some or all of these certifications.

RESOURCES AND TOOLS



	Position 4	Position 5	Position 6
March	200.00	290.00	420.50
April	250.00	225.00	202.50
May	300.00	435.00	630.75
June	350.00	437.50	546.88
July	400.00	500.00	625.00
August	450.00	562.50	703.13
September	500.00	625.00	781.25
October	550.00	687.50	859.38
November	600.00	750.00	937.50
December	650.00	812.50	1015.63

	Position 1	Position 2	Position 3	Position 4	Position 5	Position 6
January	100,00	125,00	156,25	195,31	244,14	305,18
February	150,00	202,50	273,38	369,06	498,23	612,65
March	200,00	290,00	420,50	609,73	884,10	1172,92
April	250,00	225,00	202,50	182,25	164,03	147,62
May	300,00	435,00	630,75	914,59	1326,15	1922,92
June	350,00	437,50	546,88	683,59	854,49	1068,12
July	400,00	500,00	625,00	781,25	976,56	1270,70
August	450,00	562,50	703,13	878,91	1098,63	1420,70
September	500,00	625,00	781,25	976,56	1220,70	1578,47
October	550,00	687,50	859,38	1074,22	1342,77	1778,47
November	600,00	750,00	937,50	1171,88	1464,84	1983,64
December	650,00	812,50	1015,63	1269,53	1586,91	2083,64



ADDITIONAL ONLINE RESOURCES

Support career readiness with posters you can print and display for your students. Use these **posters to increase engagement, inform parents/guardians, and teachers.** Displaying information about the 14 Career Clusters allow students to explore the top-five high value careers for each cluster in New Mexico, the core skills needed for occupations in each cluster and the career pathways and occupations that exist within each cluster.

Find more resources to share!

Scan the QR code to download posters on every Career Cluster and help students discover high-value careers in New Mexico



Advanced Manufacturing

Top 5 High-Value Occupations in this Career Cluster

Occupation	Sub-Cluster	Median Wage
First-Line Supervisors Of Mechanics, Installers, and Repairers	Industrial Machinery	\$73,680
Industrial Machinery Mechanics	Industrial Machinery	\$59,420
First-Line Supervisors Of Production and Operating Workers	Production & Automation	\$61,740
Welders, Cutters, Solderers, and Brazers	Production & Automation	\$52,460
Inspectors, Testers, Sorters, Samplers, and Weighers	Production & Automation	\$48,510

CORE SKILLS

- Operation & Control
- Repairing
- Equipment Maintenance
- Troubleshooting
- Equipment Selection
- Quality Control Analysis
- Operation Monitoring
- Process Optimization
- Computer-Aided Design (CAD)
- Management of Material Resources

OCCUPATIONS BY SUB-CLUSTER

Engineering

- Architectural and Engineering Managers
- Aerospace Engineers
- Mechanical Engineers
- Electrical Engineers, Engineers, All Other
- Installation, Maintenance, and Repair Workers, All Other
- Industrial Engineers
- Physicists
- Industrial Engineering Technologists and Technicians
- Electrical and Electronics Drafters
- Natural Sciences Managers
- Statisticians
- Chemists
- Chemical Technicians
- Mechanical Drafters
- Precision Instrument and Equipment Repairers, All Other
- Chemical Engineers
- Chemical Plant and System Operators

Industrial machinery

- First-Line Supervisors Of Mechanics, Installers, and Repairers
- Industrial Machinery Mechanics, Mobile Heavy Equipment Mechanics, Except Engines
- Electrical and Electronic Engineering Technologists and Technicians
- Machinists
- Installation, Maintenance, and Repair Workers, All Other
- Mechanical Engineering Technologists and Technicians
- Medical Equipment Repairers
- Electrical and Electronics Repairers, Industrial Equipment
- Crane and Tower Operators
- Extruding and Drawing Machine Setters, Tenders, Metal and Plastic
- Stationary Engineers and Boiler Operators

In collaboration with PATHWAY 2 CAREERS

Scan to learn more about the New Mexico Career Pathways 2020-2025 Edition (CPEP)

Healthcare & Human Services
Physical Health

The Healthcare & Human Services Career Cluster promotes whole health in individuals and communities through a diverse array of services. This sector includes technical, medical, and personal care, supported by medical and social sciences. By addressing the determinants of health and leveraging health data and science, this Cluster aims to improve the overall health and resilience of individuals, families, and communities.

STUDY: PHYSICAL HEALTH

are that directly affect the physical well-being of individuals by providing medical care, offering therapeutic services, administering pharmaceuticals, and supporting nutrition. This Sub-Cluster encompasses healthcare from prebirth to death, addressing all stages from homeopathy, acupuncture, and others that focus on the holistic well-being of individuals.

Introduction

- 1502 Health Care Occupations
- 1503 Allied Health Occupations
- 1520 Medical Terminology

Concentration

- 1504 Nursing-CNA
- 1505 Nursing-LPN
- 1506 Home Health Care
- 1507 Nursing Science I
- 1519 Central Service Technician
- 1524 Dental Laboratory Technician
- 1523 Dental Assisting
- 1540 Sports Medicine
- 1550 Medical Anatomy & Physiology

Completion

- 1597 Health Care Sciences-OJT
- 1598 Health Care Sciences-Co-Op
- 1599 Health Care Sciences-Other
- 1715 AP Biology
- 1725 AP Chemistry

Related Courses

Dual Credit

- Biological and Biomedical Sciences
- Health Occupations

Aligned CTSOs

- Health Occupations

The screenshot shows the homepage of the New Mexico Resource Center for CTE. It features a navigation menu at the top with options like Home, Career Clusters, Career Cluster Maps, Career Frameworks, Demographics, Perkins Performance Indicators, and Resources. The main content area includes a section titled "New Mexico Resource Center for CTE" with a sub-header "Supporting the needs to ensure all students in New Mexico are career-ready and meeting the needs of an evolving economy." Below this is a "Learn More" button. Another section titled "Career Readiness Begins Here" includes a map of New Mexico and text stating "New Mexico is modernizing its CTE Frameworks to close the gap that exists between education and industry. By aligning educational outcomes with labor market demands, we prepare students for successful careers in a dynamic workforce." At the bottom, there are three buttons: "For Educators", "For Students", and "For Employers".

Find these resources and more at careerpathways-nm.com/guide

GUIDED CAREER EXPLORATION CURRICULUM

Educators may access the Career Exploration curriculum to support 6-12th grade students on their career planning journey.

Career exploration lessons are designed to be integrated into everyday learning alongside your core subject areas. Core subjects include English Language Arts (ELA), Math, Science, Social Studies, and Technology.

Lessons are best completed in class with other students. Each level corresponds roughly to grades 6-12 (i.e., Level 1 = Grade 6, Level 2 = Grade 7, etc.). Lessons can be delivered at any level that best supports student learning.

There are four types of Career Exploration lessons:

Personal Discovery: Students explore their personal interests, values and abilities.

Career Awareness: Students learn about various high-value career opportunities.

Career Evaluation: Students analyze regional or state labor market data to learn which jobs have the greatest opportunities.

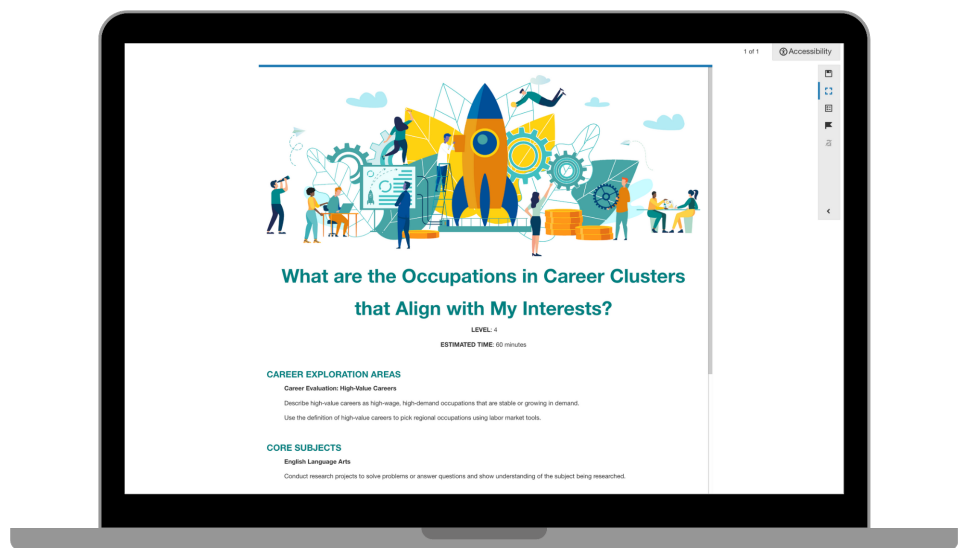
Career Preparation: Students discover the education and training needed for high-interest careers and learn about pathways available to reach their career goals.



Each lesson includes a suggested grade level, lesson number, description, and core subjects in which the lesson can be taught. Every lesson contains the following components:

Career exploration area
Core subject and standard
Materials and supplies
Overview of the lesson
Summary of activities

- Launch (lesson hook)
- Explore (central part of lesson)
- Summary (closure of lesson)



CAREER EXPLORATION IN THE CLASSROOM

Integration with Core Subjects: This curriculum is designed to be seamlessly integrated into everyday learning alongside core subject areas such as English Language Arts (ELA), Math, Science, Social Studies, and Technology. Educators can incorporate career exploration lessons into their existing lesson plans, ensuring that students see the relevance of career preparation within their education.

Customization for Different Levels: The curriculum offers different levels (corresponding to different grade levels); but completion of lower levels is recommended, not required. Educators have the flexibility to choose the level that best suits their students' needs and learning readiness.

Four Types of Lessons: The curriculum offers four types of career exploration lessons, which educators can use based on their students' current needs and interests:

Personal Discovery: These lessons help students explore their personal interests, values, and abilities, which is crucial for self-awareness and understanding their own motivations.

Career Awareness: Students learn about various high-value career opportunities, broadening their understanding of potential career paths.

Career Evaluation: Students analyze regional or state labor market data to identify jobs with the greatest opportunities. This is valuable for making informed decisions about careers in demand.

Career Preparation: These lessons guide students in discovering the education and training required for high-interest careers, helping them understand the pathways available to achieve their career goals.

Financial Literacy and STEM Lessons: The curriculum also includes lessons related to financial literacy and Science, Technology, Engineering, and Mathematics (STEM), providing a holistic approach to career exploration and readiness.

Lesson Components: Each lesson in the curriculum comes with a well-structured set of components, including a clear overview, materials needed, activities, and a summary. This structure makes it easy for educators to follow and deliver engaging lessons.

Career Exploration Areas: The curriculum provides a dedicated area for career exploration, allowing students to focus on their personal and career-related development.

My Career Page: The inclusion of a "My Career Page" allow students create a personalized portfolio of their career exploration journey.

Customization and Adaptation: Educators can adapt the lessons to fit their specific classroom context and the needs of their students. They can emphasize particular core subjects or tailor activities to suit their class dynamics.

Collaborative Learning: Many lessons are designed to be completed in a classroom with other students. Educators can encourage collaborative learning, discussions, and group activities to enhance the students' understanding of different career aspects.

Accessibility and Flexibility: Lessons are available on P2C to access at any time, offering flexibility to educators and students. Lessons can be used in class or as homework assignments, depending on the learning environment.

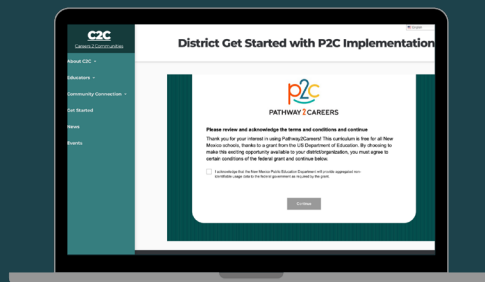
P2C Career Explorer

Careers2Communities (C2C) seeks to improve outcomes for all students. The program, funded by **Expanding Access to Well-Rounded Courses Demonstration Grants Program**, will enhance college and career readiness. Pathway2Careers™ (P2C) is one of the solutions made available through C2C. P2C is available to ALL New Mexico schools at no cost.

Just 3 simple steps to get started

STEPS

1



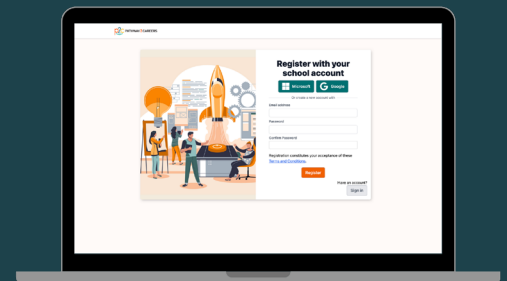
REQUEST ACCESS

Complete the 'Get Started' Form to receive your personalized P2C District invite code and P2C student invite code at careers2communities.com.

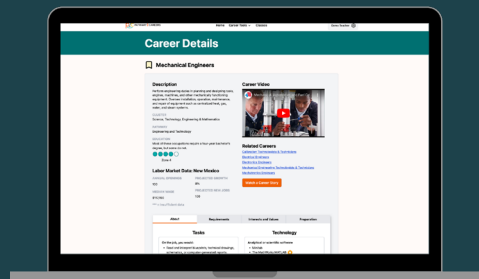
2

CREATE THE DISTRICT ACCOUNT

Create your account at engage.pathway2careers.com and when prompted use your administrative invite code.



3

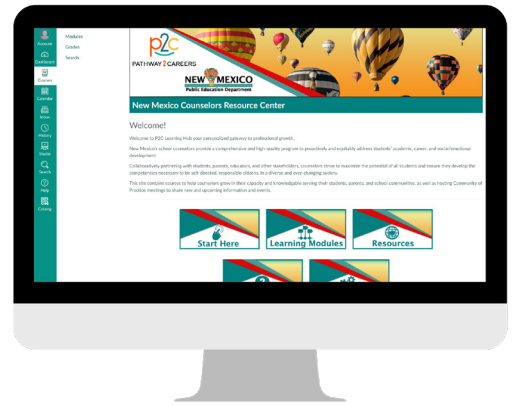


INVITE STUDENTS

Share the student invite code and allow students to create an account at engage.pathway2careers.com to unlock P2C Career Explorer tools and resources.

Get started at careers2communities.com

ONLINE PROFESSIONAL DEVELOPMENT



Educators play a vital role in creating a culture of career exploration for their students. By exposing students to a variety of careers, supporting exploration of interests and skills, and helping students develop workforce-ready competencies, educators guide students toward informed decisions about their future. The following professional learning opportunities are available to support college and career readiness across New Mexico.

Professional Development through NMPED Course

Pathway2Careers (P2C) provides professional learning opportunities for New Mexico educators through the NMPED Canvas platform. These courses and resource hubs are designed to support implementation of career-connected learning and strengthen advising, instruction, and student engagement practices.

Explore Professional Learning at Your Own Pace

These courses are designed to support advising practices and help counselors guide students in making informed, realistic, and motivating postsecondary and career decisions.

Resource and Implementation Support

- **New Mexico Educators Resource Course:** A central hub for professional development session materials, recordings, and follow-up resources. No enrollment is required to access this course: NM Educators Resource Course
- **Near Peer Tutoring Resources:** Provides training materials, planning tools, and instructional resources to support high-impact tutoring using P2C Math Bridge. This public course is available without enrollment: NM Near Peer Tutoring Resource Course

School counselors can access a variety of self-paced professional learning courses, including:

- **Labor Market Information (LMI) Course:** Support counselors in connecting student interests to real career opportunities and regional workforce needs
- **Career Exploration Course:** Provide strategies for guiding students through career pathways, Career and Technical Education (CTE), and work-based learning opportunities
- **Employability Skills Course:** Focuses on helping students build essential skills for success after graduation

Benefits for Educators

- **Accessibility:** Available to New Mexico educators through the NMPED Canvas platform
- **Flexibility:** Self-paced learning that fits individual schedules
- **Practical Application:** Tools and strategies that can be immediately used with students
- **Collaboration:** Opportunities to connect and learn with educators across the state

INTEREST MATCHER ASSESSMENT

The Interests Matcher is helpful for learning work-related interests, preferences, and motivations. This popular model, the Holland's Framework, identifies six dimensions, or 'interests', that guides learners in identifying preferences and understanding what types of careers can satisfy various interests.

Realistic- The "Doers"

People with Realistic interests like work activities that include practical, hands-on problems and solutions. They enjoy dealing with plants, animals, and real-world materials like wood, tools, and machinery. They often enjoy outside work. Often people with Realistic interests do not like occupations that mainly involve doing paperwork or working closely with others. Famous realists: NASCAR driver Danica Patrick, TV carpenter Norm Abram, wildlife expert Steve Irwin, and multi-talented athlete Jim Thorpe.

Investigative - The "Thinkers"

People with Investigative interests like work activities that have to do with ideas and thinking more than with physical activity. They prefer to search for facts and figure out problems mentally rather than to persuade or lead people. Prominent investigators: astrophysicist Neil deGrasse Tyson, primatologist Jane Goodall, mathematician/computer scientist Grace Murray Hopper, and neuroscientist Ben Carson.

Social - The "Helpers"

People with Social interests like work activities that assist others and promote learning and personal development. They prefer to communicate more than to work with objects, machines, or data. They like to teach, give advice, help, or otherwise be of service to people. Famous helpers: educator Booker T. Washington, mental health care reformer Dorothea Dix, TV psychologist Phil McGraw, and civil rights leader Martin Luther King Jr.

Enterprising - The "Persuaders"

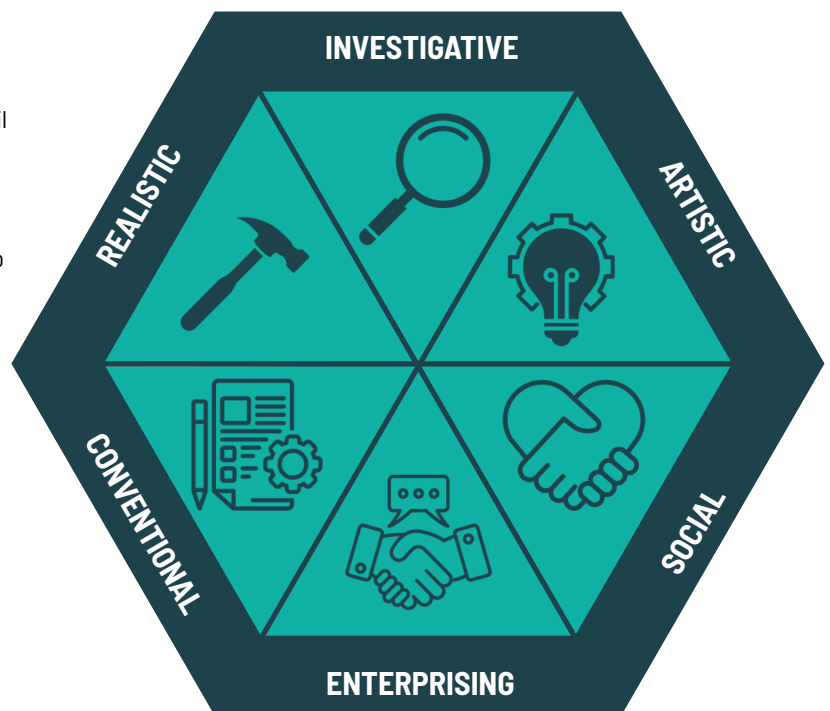
People with Enterprising interests like work activities that have to do with starting up and carrying out projects, especially business ventures. They like persuading and leading people and making decisions. They enjoy taking risks for profit. These people prefer action rather than thought. Prominent persuaders: TV mogul Oprah Winfrey, business magnate Jeff Bezos, U.S. Senator Marco Rubio, and Facebook co-founder Mark Zuckerberg.

Artistic - The "Creators"

People with Artistic interests like work activities that deal with the artistic side of things, such as forms, designs, and patterns. They like self-expression in their work. They prefer settings where work can be done without following a clear set of rules. Well-known artists: painter/sculptor Leonardo da Vinci, actress Halle Berry, writer J.K. Rowling, and singers Lady Gaga and Tony Bennett.

Conventional - The "Organizers"

People with Conventional interests follow procedures and maintain accurate written and numerical business records. They prefer working in structured settings where roles and tasks are clearly defined. Well-known organizers: businessman J.C. Penney, Supreme Court Justice Sandra Day O'Connor, and professional organizer Alejandra Costello.



The P2C Career Explorer Interest Matcher is compatible with Holland's (1985a) Theory of Vocational Personality, one of the most widely accepted approaches to vocational choice. Information for Interest Areas is extracted from the O*NET Career Exploration Tools owned by the U.S. Department of Labor, Employment Training Administration (DOL/ETA).

COMMUNITIES OF BEST PRACTICE

The New Mexico Public Education Department (NMPED) strives to deliver best practices to New Mexico. Pathway2Careers, in partnership with the NMPED, delivers quality resources, established collaborative environments, and customized support.

New Mexico Early College Resource Center

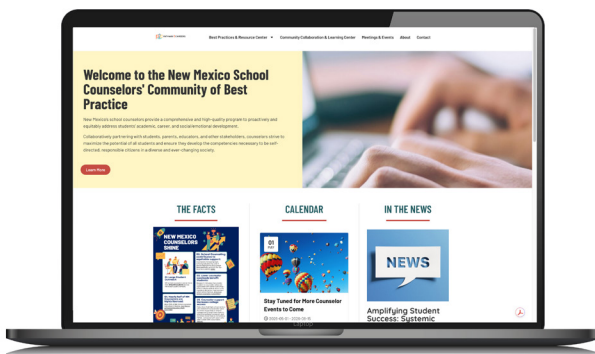
Early College High Schools are an innovative approach that blends high school and college. These research-based programs allow students to graduate from high school while simultaneously earning college credits toward a degree and/or industry-recognized certification. Early College High Schools give students the launch pad they need to succeed while building the workforce and economy of the surrounding community.



echs-nm.com

New Mexico School Counselors

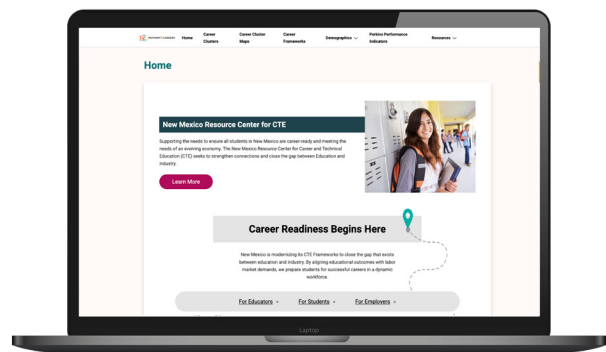
A community of school counselors are encouraged to collaborate on information and resources that support best practices in school counseling that are anchored in three key domains of development: academic, career, and social/emotional.



schoolcounselors-nm.com

New Mexico Resource Center for CTE

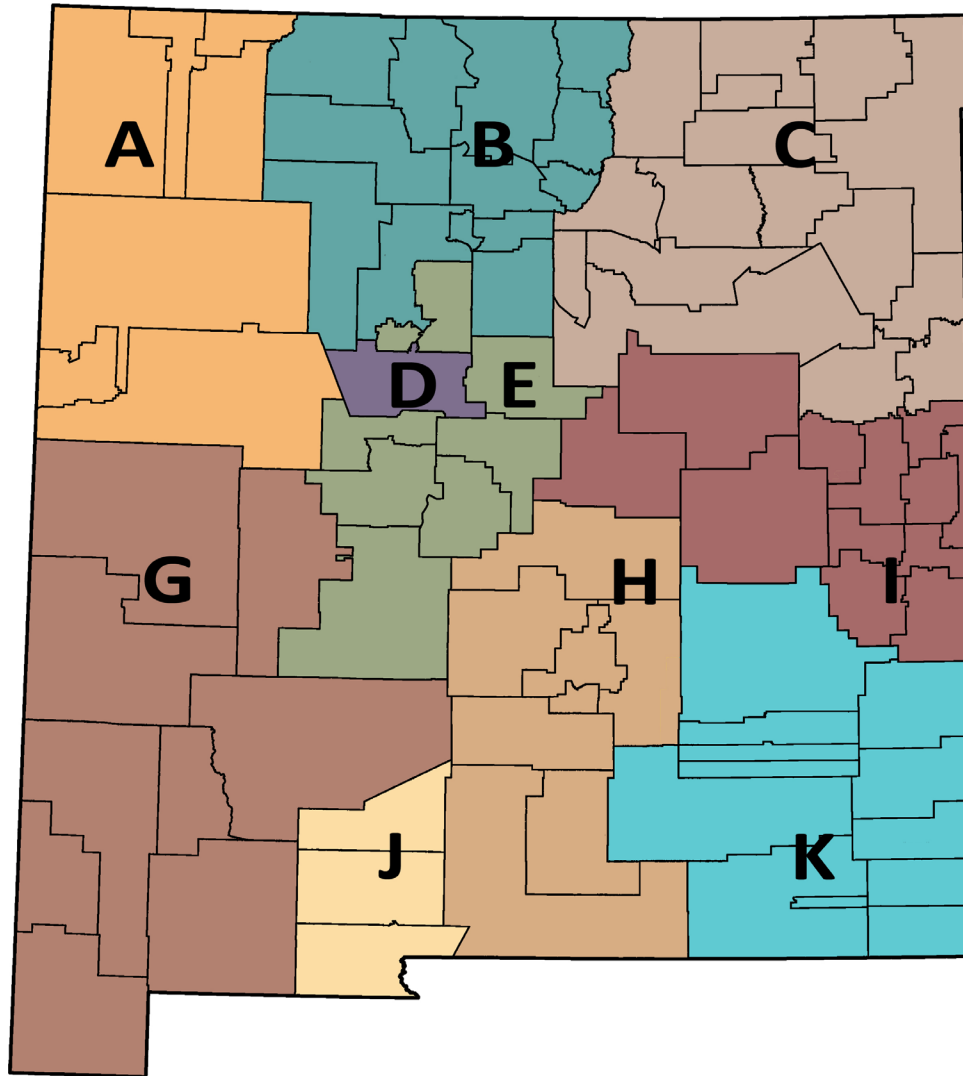
Close the gap between education and the workplace with detailed information about the high-value careers throughout New Mexico. Educators can navigate complex data in an engaging and digestible way to offer personalized pathways for students.



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CTE Regions and Priorities

New Mexico requires a regional-association organizational structure where Career Technical Education funding decisions for secondary and postsecondary institutions are prioritized by all members of the regional, workforce-aligned association. According to the Strengthening Career and Technical Education in the 21st Century Act ("Perkins V" Act), all CTE grant-funded programs of study in New Mexico must meet criteria related to size, scope, and quality and be aligned to in-demand industry sectors in order to be considered for CTE grant funding, or be designed to meet local education or economic needs.



Region	Priorities
A	Construction, Agriculture, Healthcare
B	Construction, Healthcare & Human Services, Hospitality, Events & Tourism
C	Agriculture, Construction, Hospitality, Events & Tourism
D	Advanced Manufacturing, Arts, Entertainment & Design, Healthcare & Human Services
E	Agriculture, Construction, Healthcare & Human Services
G	Agriculture, Construction, Healthcare & Human Services

Region	Priorities
H	Agriculture, Health & Human Services, Hospitality, Events & Tourism
I	Agriculture, Construction, Healthcare & Human Services
J	Agriculture, Construction, Healthcare & Human Services
K	Agriculture, Energy & Natural Resources, Healthcare & Human Services

The New Mexico regional priorities are subject to change. For more information about the current priorities please contact the New Mexico Public Education Department, College and Career Readiness Bureau at PED.CCRB@state.nm.us or visit <https://web.ped.nm.gov/bureaus/college-and-career-readiness-bureau/career-technical-education/cte-regions-and-priorities/>

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PUBLISHED APRIL 2026

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