

# Working with People

Many graduates say that they would like to work with people.

Almost all jobs involve working with people to some degree, but the focus of the way you work with people can vary from role to role.

The image below indicates some of the many graduate roles involving direct contact with people, categorised by skills. Further explanation of this can be found on page two.



**Persuading:** a fundamental skill for all jobs, these skills are particularly important for both commercial and caring roles. Often used in fundraising, sales or recruitment, marketing, and advertising. Other jobs could include journalism, public relations, human resources and general line management,

**Supporting:** Those jobs where you would help people move on and make the best of their own situation. Job roles include family support worker, social worker, community worker or life coach. These roles will also involve larger amount of listening, supporting, advising, and sometimes educating.

**Healing:** Working with people to heal or help them with physical or mental illnesses, trauma, or disabilities. Jobs include nurses, physician associates, clinical psychologist, physiotherapist, speech therapist, or occupational therapists. Will also include elements of listening, supporting, persuading, and directing.

**Listening:** Jobs where your main aim is to listen to people and help them come up with their own solutions – not tell them what to do! Counsellors and therapists are generally in this category, and of course listening skills are important in most of the roles in the other skills groups such as advising, healing, and supporting.

**Advising:** Working with people, often on a one-to-one basis, passing on information or expertise, but also listening, supporting, and persuading. Jobs could include housing or employment advice, student welfare, family solicitors, financial advisers, and advice and guidance workers.

**Educating:** Includes primary, secondary, and adult teaching, but also learning mentor, dyslexia support tutor, educational psychologist, training officer, sports development, and health promotion.

**Directing:** Can go hand in hand with persuasion and tend to be used in more structured or hierarchical organisations such as Police, Prison, Probation, and Armed forces, or in schools. These jobs generally involve you using some authority to maintain order or get people to do what you want.

For further information on specific job roles go to:

- [www.prospects.ac.uk/job-profiles](http://www.prospects.ac.uk/job-profiles)
- [www.healthcareers.nhs.uk/explore-roles](http://www.healthcareers.nhs.uk/explore-roles)
- <https://nationalcareers.service.gov.uk/explore-careers>

If you would like to book a careers appointment to discuss your options, please visit: <https://worchester.targetconnect.net>

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