



Key Demand Occupations – 2012 – Northeast Lower MI

College Degree Required

Education	Title / Description / Key Skills	Projected Job Growth	% Job Growth 2002 - 2012	Hourly Wage
Management Occupations				
General and Operations Managers (11-1021)				
Work Exp. + Bachelor's	Plan, direct, or coordinate the operations of companies or public and private sector organizations. 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. Includes owners and managers who head small business establishments whose duties are primarily managerial. Key Skills: Active Listening, Management of Personnel Resources, Time Management, Decision Making, Monitoring	35	8.5%	\$35.96
Sales Managers (11-2022)				
Work Exp. + Bachelor's	Direct 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 customer preferences. Key Skills: Active Listening, Speaking, Mathematics, Time Management, Service Orientation	10	24.5%	\$35.47
Financial Managers (11-3031)				
Work Exp. + Bachelor's	Plan, direct, and coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office, or department of an establishment. Key Skills: Mgt. of Financial Resources, Mathematics, Critical Thinking, Decision Making, Reading Comprehension	15	19.1%	\$25.93
Industrial Production Managers (11-3051)				
Work Exp. + Bachelor's	Plan, direct, or coordinate the work activities and resources necessary for manufacturing products in accordance with cost, quality, and quantity specifications. Key Skills: Active Listening, Judgment and Decision Making, Critical Thinking, Reading Comprehension, Coordination	15	18.1%	\$29.33
Construction Managers (11-9021)				
Work Exp. + Bachelor's	Plan, direct, coordinate, or budget, 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, and implementation. Key Skills: Reading Comprehension, Critical Thinking, Coordination, Instructing, Active Listening	10	7.3%	\$38.16
Medical and Health Services Managers (11-9111)				
Work Exp. + Bachelor's	Plan, direct, or coordinate medicine and health services in hospitals, clinics, managed care organizations, public health agencies, or similar organizations. Key Skills: Active Listening, Reading Comprehension, Critical Thinking, Monitoring, Speaking	15	19.5%	\$30.18
Social and Community Services Managers (11-9151)				
Work Exp. + Bachelor's	Plan, organize, 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. Key Skills: Active Listening, Social Perceptiveness, Speaking, Time Management, Instructing	10	20.3%	\$19.23
Professional Occupations				
Training and Development Specialists (13-1073)				
Work Exp. + Bachelor's	Conduct training and development programs for employees. Key Skills: Active Listening, Speaking, Time Management, Reading Comprehension, Writing	15	27.6%	\$23.35
Accountants and Auditors (13-2011)				
Work Exp. + Bachelor's	Examine, analyze, and interpret accounting records for the purpose of giving advice or preparing statements. Install or advise on systems of recording costs or other financial and budgetary data. Key Skills: Mathematics, Active Listening, Critical Thinking, Monitoring, Judgment & Decision Making	40	11.7%	\$28.53
Computer Support Specialists (15-1041)				
Work Exp. + Associate's	Provide technical assistance to computer system users. Answer questions or resolve computer problems for clients in person, via telephone or from remote location. May provide assistance concerning the use of computer hardware and software, including printers. Key Skills: Troubleshooting, Reading Comprehension, Critical Thinking, Active Listening, Writing	15	21.7%	\$16.57

OJT = On-the-job Training

Note: The forecasts above highlight positive long-term growth occupations. They do not necessary reflect current hiring demand.

* Michigan Wage Data

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Northeast Lower MI includes: Alcona, Alpena, Cheboygan, Crawford, Montmorency, Oscoda, Otsego, Presque Isle

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	Computer Systems Analysts (15-1051)	10	20.7%	\$33.47
Bachelor's	Analyze science, engineering, business, and all other data processing problems for application to electronic data processing systems. Analyze user requirements, procedures, and problems to automate or improve existing systems and review computer system capabilities, workflow, and scheduling limitations. Key Skills: Active Learning, Reading Comprehension, Complex Problem Solving, Critical Thinking, Active Listening			
	Mechanical Engineers (17-2141)	10	11.4%	\$26.43
Bachelor's	Perform engineering duties in planning and designing tools, engines, machines, and other mechanically functioning equipment. Oversee installation, operation, maintenance, and repair of such equipment as heat, gas, water, and steam systems. Key Skills: Mathematics, Complex Problem Solving, Critical Thinking, Reading Comprehension, Science			
	Child, Family, and School Social Workers (21-1021)	15	9.2%	\$22.21
Bachelor's	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 single 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 on how to deal with problem children. Key Skills: Speaking, Active Listening, Monitoring, Social Perceptiveness, Service Orientation			
	Mental Health and Substance Abuse Social Workers (21-1023)	10	19.2%	\$18.68*
Master's	Assess and treat individuals with mental, emotional, or substance abuse problems, including abuse of alcohol, tobacco, and/or other drugs. Activities may include individual and group therapy, crisis intervention, case management, client advocacy, prevention, and education. Key Skills: Active Listening, Social Perceptiveness, Critical Thinking, Speaking, Reading Comprehension			
	Graphic Designers (27-1024)	10	16.1%	\$22.13*
Associate's	Design or create graphics to meet a client's specific commercial or promotional needs, such as packaging, displays, or logos. May use a variety of mediums to achieve artistic or decorative effects. Key Skills: Time Management, Coordination, Active Listening, Judgment and Decision Making, Active Learning			
Health Care Occupations				
	Physician Assistants (29-1071)	20	47.6%	\$36.46
Bachelor's	Provide healthcare services typically performed by a physician, under the supervision of a physician. Conduct complete physicals, provide treatment, and counsel patients. May, in some cases, prescribe medication. Must graduate from an accredited education program for physician assistants. Key Skills: Active Listening, Active Learning, Speaking, Reading Comprehension, Critical Thinking			
	Registered Nurses (29-1111)	210	22.6%	\$25.47
Associate's	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. Key Skills: Active Listening, Reading Comprehension, Critical Thinking, Instructing, Speaking, Time Management			
	Physical Therapists (29-1123)	15	22.6%	\$27.59
Master's	Assess, plan, organize, and participate in rehabilitative programs that improve mobility, relieve pain, increase strength, and decrease or prevent deformity of patients suffering from disease or injury. Key Skills: Active Listening, Instructing, Time Management, Speaking, Critical Thinking			
	Dental Hygienists (29-2021)	20	15.4%	\$25.48
Associate's	Clean teeth and examine oral areas, head, and neck for signs of oral disease. May educate patients on oral hygiene, take and develop X-rays, or apply fluoride or sealants. Key Skills: Active Listening, Speaking, Reading Comprehension, Active Learning, Time Management			
	Radiological Technologists and Technicians (29-2034)	15	18.6%	\$18.07
Associate's	Take X-rays and CAT scans or administer nonradioactive materials into patient's blood stream for diagnostic purposes. Includes technologists who specialize in other modalities, such as computed tomography and magnetic resonance. Includes workers whose primary duties are to demonstrate portions of the human body on X-ray film or fluoroscopic screen. Key Skills: Active Listening, Speaking, Reading Comprehension, Time Management, Critical Thinking			

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Professional Occupations				
	Cost Estimators (13-1051)	20	16.4%	\$22.91
Work Exp. in Related Occupation	Prepare cost estimates for product manufacturing, construction projects, or services to aid management in bidding on or determining price of product or service. May specialize according to particular service performed or type of product manufactured. Key Skills: Active Listening, Reading Comprehension, Mathematics, Time Management, Writing			
	Appraisers and Assessors of Real Estate (13-2021)	10	8.0%	\$20.30
Post-Secondary Vocational Training	Appraise real property to determine its fair value. May assess taxes in accordance with prescribed schedules. Key Skills: Writing, Mathematics, Critical Thinking, Reading Comprehension, Time Management			
	Preschool Teachers, Except Special Education (25-2011)	20	22.2%	\$17.68
Post-Secondary Vocational Training	Instruct children (normally up to 5 years of age) in activities designed to promote social, physical, and intellectual growth needed for primary school in preschool, day care center, or other child development facility. May be required to hold State certification. Key Skills: Active Listening, Instructing, Speaking, Reading Comprehension, Learning Strategies			
	Self-Enrichment Education Teachers (25-3021)	10	19.6%	\$16.18*
Work Exp. in Related Occupation	Teach or instruct courses other than those that normally lead to an occupational objective or degree. Courses may include self-improvement, nonvocational, and nonacademic subjects. Teaching may or may not take place in a traditional educational institution. Key Skills: Instructing, Speaking, Active Listening, Learning Strategies, Social Perceptiveness			
Health Care Occupations				
	Emergency Medical Technicians and Paramedics (29-2041)	30	15.8%	\$12.34
Post-Secondary Vocational Training	Assess injuries, administer emergency medical care, and extricate trapped individuals. Transport injured or sick persons to medical facilities. Key Skills: Active Listening, Critical Thinking, Speaking, Coordination, Equipment Maintenance			
	Licensed Practical & Licensed Vocational Nurses (29-2061)	30	9.6%	\$16.04
Post-Secondary Vocational Training	Care for ill, injured, convalescent, or disabled persons in hospitals, nursing homes, clinics, private homes, group homes, and similar institutions. May work under the supervision of a registered nurse. Licensing required. Key Skills: Active Listening, Reading Comprehension, Time Management, Writing, Critical Thinking			
	Medical Transcriptionists (31-9094)	10	11.3%	\$11.65
Post-Secondary Vocational Training	Use transcribing machines with headset and foot pedal to listen to recordings by physicians and other healthcare professionals dictating a variety of medical reports, such as emergency room visits, diagnostic imaging studies, operations, chart reviews, and final summaries. Transcribe dictated reports and translate medical jargon and abbreviations into their expanded forms. Key Skills: Active Listening, Reading Comprehension, Time Management, Writing, Active Learning			
Service Occupations				
	Fire Fighters (33-2011)	15	13.9%	\$10.81
Long-Term OJT	Control and extinguish fires or respond to emergency situations where life, property, or the environment is at risk. Duties may include fire prevention, emergency medical service, hazardous material response, search and rescue, and disaster management. Key Skills: Active Listening, Coordination, Equipment Selection, Critical Thinking, Equipment Maintenance			
	Police and Sheriff's Patrol Officers (33-3051)	45	16.5%	\$22.95*
Long-Term OJT	Maintain order, enforce laws and ordinances, and protect life and property in an assigned patrol district. Perform combination of following duties: patrol a specific area on foot or in a vehicle; direct traffic; issue traffic summonses; investigate accidents; apprehend and arrest suspects, or serve legal processes of courts. Key Skills: Judgment & Decision Making, Active Listening, Critical Thinking, Writing, Speaking			
Sales Occupations				
	First-Line Supervisors/Managers of Retail Sales Workers (41-1011)	105	8.6%	\$16.97
Work Exp. in Related Occupation	Directly supervise sales workers in a retail establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties. Key Skills: Management of Personnel Resources, Active Listening, Service Orientation, Time Management, Instructing			

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Real Estate Sales Agents (41-9022)				
Post-Secondary Vocational Training	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. Key Skills: Active Listening, Time Management, Negotiation, Speaking, Reading Comprehension	10	9.3%	\$19.89
Construction and Repair Occupations				
Managers of Construction Trades & Extraction Workers (47-1011)				
Work Exp. in Related Occupation	Directly supervise and coordinate activities of construction or extraction workers. Key Skills: Coordination, Management of Personnel Resources, Time Management, Active Listening, Instructing	45	8.9%	\$24.07
Carpenters (47-2031)				
Long-Term OJT	Construct, erect, install, or repair structures and fixtures made of wood, such as concrete forms; building frameworks, including partitions, joists, studding, and rafters; 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 to control the proper circulation of air through the passageways and to the working places. Key Skills: Mathematics, Time Management, Active Listening, Critical Thinking, Judgment & Decision Making	125	9.7%	\$12.30
Electricians (47-2111)				
Long-Term OJT	Install, maintain, and repair electrical wiring, equipment, and fixtures. Ensure that work is in accordance with relevant codes. May install or service streetlights, intercom systems, or electrical control systems. Key Skills: Installation, Active Listening, Reading Comprehension, Troubleshooting, Equipment Selection	25	10.8%	\$21.14
Plumbers, Pipefitters, and Steamfitters (47-2152)				
Long-Term OJT	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. Key Skills: Active Listening, Mathematics, Repairing, Troubleshooting, Complex Problem Solving	15	7.5%	\$18.59
Automotive Service Technicians and Mechanics (49-3023)				
Post-Secondary Vocational Training	Diagnose, adjust, repair, or overhaul automotive vehicles. Key Skills: Troubleshooting, Repairing, Equipment Selection, Active Learning, Critical Thinking	25	8.1%	\$16.31
Industrial Machinery Mechanics (49-9041)				
Long-Term OJT	Repair, install, adjust, or maintain industrial production and processing machinery or refinery and pipeline distribution systems. Key Skills: Equipment Maintenance, Repairing, Troubleshooting, Operation Monitoring, Quality Control Analysis	10	20.5%	\$18.49
Production Occupations				
Supervisors of Production & Operating Workers (51-1011)				
Work Exp. in Related Occupation	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. Key Skills: Active Listening, Management of Personnel Resources, Reading Comprehension, Instructing, Monitoring	50	15.2%	\$20.23
Machinists (51-4041)				
Long-Term OJT	Set up and operate a variety of machine tools to produce precision parts and instruments. Includes precision instrument makers who fabricate, modify, or repair mechanical instruments. May also fabricate and modify parts to make or repair machine tools or maintain industrial machines, applying knowledge of mechanics, shop mathematics, metal properties, layout, and machining procedures. Key Skills: Operation and Control, Operation Monitoring, Mathematics, Equipment Selection, Troubleshooting	45	14.0%	\$16.17
Welders, Cutters, Solderers, and Brazers (51-4121)				
Long-Term OJT	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. Key Skills: Operation & Control, Equipment Selection, Active Listening, Mathematics, Operation Monitoring	20	16.3%	\$14.64

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