

Lecture 5: Careers in Psychology

I. INTRODUCTION

A. Careers in Psychology

- The goal of the next set of lectures is to inform you how best to prepare for achieve your career goals.
- No better way of starting than to share those goals – short-term and long-term.
 - Short-term goals my be work after obtaining a Bachelors Degree or preparing for Graduate or Professional School
 - Long-term goals are career positions 5 to 10 years from now.

II. CAREERS FOR BACHELOR STUDENTS

A. Introduction

- People generally think that a BA or BS in psychology is a career dead-end.
 - Compared to Social Work and Child and Family Studies there is some limited truth to this.
- With a BA or BS in SW you CANwork as a social worker.
 - Although a bachelor's degree is sufficient for entry into the field, an advanced degree has become the standard for many positions in Social Work.

II. CAREERS FOR BACHELOR STUDENTS

A. Introduction

- Social Work.
 - However, A master's degree in social work (MSW) is typically required for positions in health settings and is required for clinical work as well.
 - Some jobs in public and private agencies also may require an advanced degree, such as a master's degree in social services policy or administration.
 - Supervisory, administrative, and staff training positions usually require an advanced degree. College and university teaching positions and most research appointments normally require a doctorate in social work (DSW or Ph.D.).

II. CAREERS FOR BACHELOR STUDENTS

A. Introduction

- With a BA or BS in Child and Family Studies (with a Family Studies emphasis) you can apply for national certification as a provisional Certified Family Life Educator (CFLE).
 - CFLEs work in the following venues:
 - Practice - teaching, education, research/scholarship, program or curricula development,
 - Administration - leadership or management, organizing, coordinating, and
 - Promotion - public policy, lobbying, advocating for system change and awareness.

II. CAREERS FOR BACHELOR STUDENTS

B. Bachelors in Psychology

- So why be a Psychology major or minor?
- There are three answers
 - 1. Career Flexibility
 - 2. Breadth of Training
 - 3. Career and Professional Opportunities
- Career Flexibility
 - There a lots of pathways to the helping professions. A psychology degree keeps most, if not all those pathways open.
 - The same can not be said for other majors.

II. CAREERS FOR BACHELOR STUDENTS

B. Bachelors in Psychology

- Breadth of Training
 - Skills of BA/BA psychology students could include:
 - Performing statistical analyses
 - Designing and carrying out research projects
 - Selecting, administering and interpreting psychological tests
 - Writing proposals and reports
 - Systematically recording and observing behavior
 - Constructing tests and questionnaires
 - Comprehending and applying scientific reasoning
 - Understanding research methodologies used in various disciplines in psychology

II. CAREERS FOR BACHELOR STUDENTS

B. Bachelors in Psychology

- Breadth of Training
 - Students receive excellent training in these skills in the WSU psychology department.
 - Small class sizes for students to learn psychology-related skills
 - Opportunities for directed readings and other individually tailored instruction.
 - Work one-on-one with professors on nationally- and locally-funded research
 - Carefully supervised practicum and in a variety of settings.

II. CAREERS FOR BACHELOR STUDENTS

B. Bachelors in Psychology

- Career and Professional Opportunities
 - WSU Psychology Majors have great career trajectories.
 - Only 1.4% of WSU Psychology Alumni reported that they were looking for work
 - This is well below the 2006 Utah rate of 3.3% (<http://www.governor.utah.gov/dea/Forecasts/econind.pdf>)
 - 74% of WSU Psychology Alumni reported that they were working.
 - 12% of WSU Psychology Alumni stated that they are attending graduate or professional school.

II. CAREERS FOR BACHELOR STUDENTS

B. Bachelors in Psychology

- Career and Professional Opportunities
 - WSU Psychology Majors graduate and report earning a good wage.
 - On average, Psychology Alumni earn \$40,000 - \$50,000 a year, above the 2006 state average income of \$34,601 (<http://www.governor.utah.gov/dea/Forecasts/econind.pdf>)
 - Alumni report having a variety of jobs, reflecting the value and flexibility of the major in preparing students for the job market.
 - Over 35% of Psychology Alumni report earning over \$70,000 a year.

II. CAREERS FOR BACHELOR STUDENTS

C. Jobs for Bachelor Psychology Students

Business Area (A minor in business would be helpful)

advertising trainee	insurance agent	personnel worker/administrator
administrative assistant	job analyst	public information officer
advertising agent	loan officer	public relations
airline reservations clerk	management trainee	sales representative
claims specialist	marketing representative	small business owner
customer relations	marketing researcher	store manager
employee counselor	media buyer	staff training and development
employment counselor	occupational analyst	warehouse manager

II. CAREERS FOR BACHELOR STUDENTS

C. Jobs for Bachelor Psychology Students

Mental Health/Social Services Area (A minor in family and child studies, criminal justice, health, sociology)

behavior analyst	director of volunteer services	probation/parole officer
case worker	drug/substance abuse counselor	program manager
child protection worker	employment counselor	rehabilitation advisor
corrections officer	family service worker	residential youth counselor
counselor aide	group home coordinator	social service director
day care center supervisor	mental retardation unit manager	veterans' advisor

II. CAREERS FOR BACHELOR STUDENTS

C. Jobs for Bachelor Psychology Students

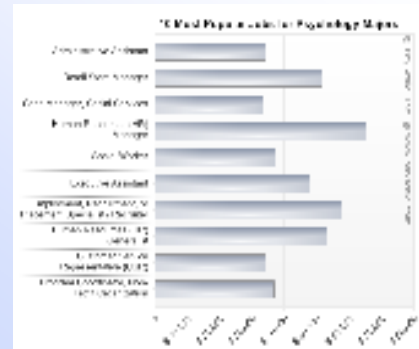
Other Positions (Various other minors may be helpful when combined with psychology in these fields)

affirmative action officer	community relations officer	hospital patient service representative
child care worker	congressional aide	newspaper reporter
college admissions counselor	director of alumni relations (college)	park and recreation director
college admissions recruiter	director of fund raising (college)	statistical assistant
community recreation worker	fast food restaurant manager	technical writer

II. CAREERS FOR BACHELOR STUDENTS

C. Jobs for Bachelor Psychology Students

Jobs ranked by popularity among Psychology graduates. Annual pay for Bachelors without higher degrees from all colleges.



II. CAREERS FOR BACHELOR STUDENTS

C. Jobs for Bachelor Psychology Students

Popular Jobs for Psychology Majors	Median Salary All U.S.
Administrative Assistant	\$34,100
Retail Store Manager	\$51,500
Case Manager, Social Services	\$33,400
Human Resources (HR) Manager	\$65,300
Social Worker	\$37,200
Executive Assistant	\$47,700
Employment, Recruitment, or Placement Specialist / Recruiter	\$57,500
Human Resources (HR) Generalist	\$53,100
Customer Service Representative (CSR)	\$34,200
Program Coordinator, Non-Profit Organization	\$36,900
Mental Health Counselor	\$33,500
Office Manager	\$44,300

II. CAREERS FOR BACHELOR STUDENTS

C. Jobs for Bachelor Psychology Students

Mental Health Case Manager	\$31,000
Paralegal	\$50,900
Human Resources (HR) Director	\$86,400
Executive Director, Non-Profit Organization	\$62,100
Clinical Research Coordinator	\$51,100
Human Resources (HR) Assistant	\$34,500
Research Assistant, Medical	\$32,600
Elementary School Teacher	\$42,800
Program Manager, Non-Profit Organization	\$44,700
Administrative Coordinator	\$39,200
Human Resources (HR) Coordinator	\$42,200
Mental Health Technician	\$28,200
Preschool Teacher, (but not Special Education)	\$27,200

II. CAREERS FOR BACHELOR STUDENTS

C. Jobs for Bachelor Psychology Students

Qualified Mental Retardation Professional (QMRP)	\$35,900
Nanny or Au-pair	\$27,000
Marketing Coordinator	\$39,300
Operations Manager	\$70,600
Substance Abuse Counselor	\$35,000
Special Education Teacher, Preschool, Kindergarten, or Elementary School	\$42,000
Account Manager	\$67,300
Claims Adjuster / Examiner / Investigator	\$56,600
Daycare Teacher	\$23,600

II. CAREERS FOR MASTERS/DOCTORS

A. Deciding to go to Graduate School.

- Is graduate school for you?
 - Typically, students decide on a career which requires going to graduate school, rather than deciding to go to graduate school.
 - A couple of questions to ask yourself:
 - Do you enjoy reading?
 - Do you enjoy problem-solving?
 - Do you enjoy discovering new facts?
 - Do you enjoy exploring new ideas?
 - You really have to answer each of these questions affirmatively if you are going to enjoy or excel in graduate school

II. CAREERS FOR MASTERS/DOCTORS

A. Deciding to go to Graduate School.

- Graduate School is worth it:
 - Career speed, success, and flexibility
 - Increase earning power
 - Improve job satisfaction.
 - Enhance responsibility control, and status.
- A graduate degree is more than a high level credential, you prove your intellectual skills, competence, and autonomy.
 - Advanced degrees in psychology higher for women: 76.2% Masters degree and 68.3% Doctor Degree.

II. CAREERS FOR MASTERS/DOCTORS

A. Deciding to go to Graduate School.

- So why not you?
 - Increase in students earning Masters and Doctoral degrees in psychology.
 - More students are earning both degrees
 - More degree programs are available.
 - Good news: Depending on the institution, degree, and program, there may be funding (scholarships, research or teaching assistantships) for grad school
 - Bad News: You will have little control over where you go to graduate school (no reason to think you will stay in Utah).

II. CAREERS FOR MASTERS/DOCTORS

A. Deciding to go to Graduate School.

- Some things to consider about graduate school:
 - Find out whether grad school is really necessary by asking those performing a job in which you're interested.
 - Find out whether grad school is viable by talking to those who completed the program in which you are interested.
 - Find out whether grad school is supported by loved ones by discussing the possibility with your family.
 - Find out whether grad school is appropriate by having a realistic conversation with yourself.

II. CAREERS FOR MASTERS/DOCTORS

A. Deciding to go to Graduate School.

- Things to consider about yourself:
 - Overall: Action oriented, energetic, motivated, serious, thorough, focused
 - Literacy: Ability to write and enjoy the isolation and concentration involved in writing
 - Numeracy: Statistically reasoning and analysis skills, including computer skills,
 - Research skills: Understanding and enjoy the puzzle-solving nature of research.
 - Critical Thinking: Critically thinking skills, synthesizing and summarizing skills, comfort with data.

II. CAREERS FOR MASTERS/DOCTORS

A. Deciding to go to Graduate School.

- Choosing a Master's or Doctoral degree.
 - *Doctoral* degrees will enable you to earn more money, to work in positions with more responsibility (and status), and to have more independence. But they are hard to get into, and take more time and effort to complete--typically at least 4-6 years beyond the bachelor's degree.
 - A *master's* degree gives you more occupational advantages than a bachelor's degree, although fewer than a doctoral degree. But, master's programs are easier to get into than doctoral programs; they are also less difficult and take less time to complete (typically 1-2 years beyond the bachelor's degree).

II. CAREERS FOR MASTERS/DOCTORS

A. Deciding to go to Graduate School.

- Choosing a Master's or Doctoral degree
 - To determine the relative difficulty of the various degree programs (and departments), you need to consider several factors.
 - First, you need to compare *admissions standards* (how hard is it to get *in*?).
 - Second, you also need to compare the *graduation requirements* in the programs in which you're interested (how hard is it to *graduate*?).
 - Is there a foreign language requirement? written comprehensive and/or oral exam? a thesis? a dissertation?

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

- Three basic paths through graduate school:
 - The scientist (research) model
 - Has a research and teaching emphasis. Typically involves earning a Ph. D. (perhaps a MA)
 - The practitioner (therapy) model
 - Less emphasis on the scientific psychology and more of an emphasis on therapy. Typically involves a Doctorate in Psychology (Psy.D. or a masters degree)
 - The scientific-practitioner model.
 - Emphasis on both the science and practice of psychology. Typically involves a Ph.D. in clinical or Ed.D. in counseling psychology other there are other options.

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

- **Teaching and Research.**
 - If you're interested in *teaching* undergraduate, master's-level, or doctoral-level students, you will probably work in a university setting, where you will probably also do research.
 - If you are not interested in teaching and want to focus on *research*, you can work for government agencies (for example, the Centers for Disease Control) or for private research organizations.
 - To work as a psychologist in these settings, you typically will need a Ph.D. in psychology.

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

- **Career in Applied Psychology**
 - Psychologists in selected subfields have the option not only of teaching (sharing knowledge) and research (generating knowledge) but also of working in settings in which they apply their knowledge.
 - These subfields include
 - clinical psychology
 - counseling psychology
 - forensic psychology
 - health psychology
 - industrial/organizational psychology,
 - sports psychology

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

- **Clinical Psychology.**
 - They treat people experiencing normal psychological crises (e.g., grief) or suffering chronic disorders
 - They may be generalists who work with a variety of populations, or specialize with specific groups (children, the elderly) or those with specific disorders (e.g., eating disorders).
 - They are trained in universities or professional schools of psychology and work in academic settings, hospitals, community health centers, or private practice.
 - For more information about clinical psychology, visit the [division information page of the American Psychological Association](#) and locate Division 12 (Clinical Psychology).

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

■ Counseling Psychology.

- They do much same things as clinical psychologists.
 - Traditionally, counseling psychologists tended to focus more on adjustment problems rather than on severe psychological disorders.
 - They may be trained in psychology departments or in education departments.
 - Counseling psychologists are employed in academic settings, college counseling centers, community mental health centers, and private practice.
 - For more information about counseling psychology, visit the [division information page of the American Psychological Association](#) and locate Division 17 (Counseling Psychology).

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

■ Forensic Psychology.

- Forensic Psychology has lots of meanings
 - Some forensic psychologists do clinical work in corrections settings; some work as consultants to trial lawyers; some serve as expert witnesses in jury trials; some formulate public policy on psychology and the law.
 - Some forensic psychologists have PhDs in clinical psychology; others have both PhDs in clinical psychology and JDs in law. (There are several graduate programs in the country where you can earn the two degrees at the same time.)
 - For more information about forensic psychology, visit the [subpage on psychology and the law](#) and the [division information page of the American Psychological Association](#) and locate Division 41 (American Psychology-Law Association).

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

■ Health Psychology

- Health psychologists are concerned with the role of psychology in the promotion and maintenance of health and the prevention and treatment of illness.
 - They may design treatments, study health-related behavior, implement programs etc.
 - They are employed in hospitals, medical schools, rehabilitation centers, public health agencies, academic settings, and private practice.
 - For more information about health psychology, visit the [home page of Division 38 \(Health Psychology\)](#) and the [division information page of the American Psychological Association](#) and locate Division 38.

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

■ Industrial/Organizational Psychology.

- I/O psychologists (as they are usually called) are concerned with the relationships between people and their work environments.
 - They may develop new ways to increase workplace productivity or be involved in personnel selection.
 - They are employed in business, government agencies, and academic settings.
 - For more information about I/O psychology, visit the [Society for Industrial and Organizational Psychology](#) and the [division information page of the American Psychological Association](#) and locate Division 14 (Society for Industrial and Organizational Psychology).

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

▪ **Sports Psychology.**

- Sports psychologists are concerned with the psychological factors that improve athletic performance.
 - They also look at the effects of exercise and physical activity on psychological adjustment and health.
 - Sports psychologists typically work in academic settings and/or as consultants for sports teams.
 - For more information about sports psychology, visit the [home page of Division 47 \(Exercise and Sport Psychology\)](#) and the [division information page of the American Psychological Association](#) and locate Division 47.

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

▪ **Education**

- The field of education offers a number of counseling-related career options at the master's and doctoral level.
 - If you're like most people, you probably assume that careers in the field of education require one to work in a school setting.
 - While it is true that most individuals with education degrees (in fields such as school counseling, school psychology, and educational psychology) work in school settings, individuals with education degrees in *agency counseling* or *community counseling* do not.
 - Thus, if you want to "do counseling," do *not* want to work in a school setting, and do not want to get a degree in psychology, you should definitely consider this career/degree option.

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

▪ **Agency/Community Counseling.**

- Programs in agency or community counseling train you to do counseling in community human service agencies (community mental health centers).
 - They may also train you to administer a limited number of psychological tests (vocational interest tests, for example).
 - The work may be similar to that done by a person with a master's or doctoral degree in clinical or counseling psychology: Psychotherapy and, perhaps, limited psychological testing.
 - Be sure you understand, however, that a degree from a program in agency counseling will *not* permit you to work in a public school setting should you want to shift settings at some point.

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

▪ **Educational Psychology.**

- Educational psychologists attempt to understand the basic aspects of human learning and to develop materials and strategies for enhancing the learning process.
 - For example, an educational psychologist might study reading and then develop a new technique for teaching reading.
 - Educational psychologists are typically trained in departments of education (vs. departments of psychology) and employed in colleges and universities.
 - You can find additional information about Educational Psychology by visiting the [division information page of the American Psychological Association](#) (look for Division 15 (Educational Psychology)).

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

▪ **School Counseling.**

- School counselors work with children who are troubled, helping such children function more effectively with their peers and teachers, deal with family problems, etc.
- They work at the elementary, middle, and high school levels.
- You can find more information about this area in the [Occupational Outlook Handbook](#) under "counselors" (school counseling is discussed there).

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

▪ **School Psychology.**

- The work of school psychologists is varied.
- A key aspect is testing children who are having difficulties in school to diagnose the problem and, sometimes, to suggest ways of dealing with the problem.
 - School psychologists also work closely with teachers to develop effective interventions for children in academic, emotional, and behavioral problems.
 - Some may provide individual and group counseling.
- Most school psychologists are trained in departments of education, but some are trained in psychology departments.
- You can obtain additional information about this specialty at [Division 16 \(School Psychology\)](#) of the APA

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

▪ **Social Work**

- Social workers who practice psychotherapy are usually called *clinical* or *psychiatric* social workers.
 - Clinical social workers are trained to diagnose and treat psychological problems.
 - Note that they do not do psychological testing.
 - Psychiatric social workers provide services to individuals, families, and small groups.
 - They work in mental health centers, counseling centers, sheltered workshops, hospitals, schools and their own private practice
 - clinical social workers are eligible for licensing in all 50 states with only a master's degree.

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

▪ **Art Therapy**

- Art therapy uses the creative process of art making to improve and enhance the physical, mental and emotional well-being of individuals of all ages.
- It is based on the belief that the creative process involved in artistic self-expression helps people to resolve conflicts and problems, develop interpersonal skills, manage behavior, reduce stress, increase self-esteem and self-awareness, and achieve insight.
- For more information about this area and a complete list of art therapy programs approved by the American Art Therapy Association (AATA), and course requirements visit the [web site of the American Art Therapy Association](#).

II. CAREERS FOR MASTERS/DOCTORS

B. Types of Training and Degrees

■ Music Therapy

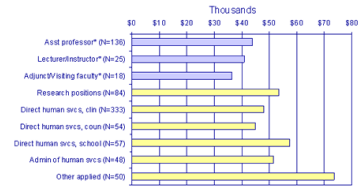
- Music Therapy is an allied health profession in which music is used within a therapeutic relationship to address physical, psychological, cognitive, and social needs of individuals.
 - To qualify as a "registered music therapist" by the American Music Therapy Association (AMTA), one needs a bachelor's degree in music therapy or a master's degree in it along with making up the required undergraduate hours.
 - For more information about this area and a list of programs in music therapy (at the bachelor's and master's level), visit the [AMTA web site](#).

II. CAREERS FOR MASTERS/DOCTORS

C. Starting Salaries

■ Doctoral Degree Psychologists.

Median Starting Salaries for Full-Time Employment Positions of Recent Doctorates in Psychology: 2001



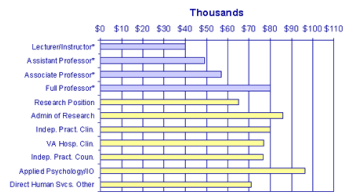
Source: 2001 Doctorate Employment Survey. Compiled by the APA Research Office, April 2003.
* Salaries are reported for a 9-10-month academic year. To calculate 11-12 month equivalent, multiply by 1.19.

II. CAREERS FOR MASTERS/DOCTORS

C. Starting Salaries

■ Doctoral Degree Psychologists.

Median Full-Time Salaries of Doctoral-Level Psychologists by Employment Position: 2001



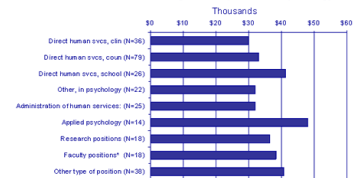
Source: 2001-2002 Faculty Salaries in Graduate Departments of Psychology: 2001 Salaries in Psychology, APA.
* Faculty salaries are reported for a 9-10 month academic year. To calculate 11-12 month equivalent, multiply by 1.19.

II. CAREERS FOR MASTERS/DOCTORS

C. Starting Salaries

■ Masters Degree Psychologists.

Starting Salaries for Full-time Employment Positions: 2001-2002 Master's Degree Recipients in Psychology



Source: 2002 masters, Specialists, and Related Degree Employment Survey, Research Office, APA.

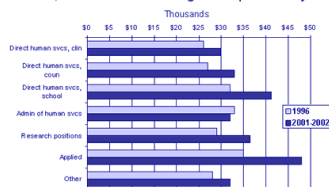
* Salaries in these settings are typically paid on a 9-10 month (academic year) basis and are reported as such. The statistics given here can be converted to their 11-12 month (calendar year) equivalents by multiplying by 1.19.

II. CAREERS FOR MASTERS/DOCTORS

C. Starting Salaries

■ Masters Degree Psychologists.

Starting Salaries for Full-time Employment Positions:
1996, 2001-2002 Master's Degree Recipients in Psychology



Source: 1996, 2002 masters, Specialists, and Related Degree Employment Survey, Research Office, APA.

*Salaries in these settings are typically paid on a 9-10 month (academic year) basis and are reported as such. The statistics given here can be converted to their 11-12 month (calendar year) equivalents by multiplying by 1.19.