



# Education Report

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## Finance, General

California

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# Definition of Finance, General, CIP 52.0801

A program that generally prepares individuals to plan, manage, and analyze the financial and monetary aspects and performance of business enterprises, banking institutions, or other organizations. Includes instruction in principles of accounting, financial instruments, capital planning, funds acquisition, asset and debt management, budgeting, financial analysis, and investments and portfolio management.

# Awards

The table below is a list of postsecondary awards in CIP 52.0801 that were granted by institutions located in California in the 2021 academic year.

Schools	Certs & 2yr Awards <sup>1</sup>	4yr Awards <sup>2</sup>	Post-Grad Awards <sup>3</sup>	Avg Net Price <sup>4</sup>
California State University-Northridge		399		\$8,708
University of San Diego		178	1	\$34,155
Santa Clara University		161	1	\$48,469
Ashford University		107	22	\$23,585
Loyola Marymount University		117		\$40,180
University of San Francisco		102		\$39,825
University of California-Riverside			39	\$13,502
Menlo College		35		\$35,658
University of La Verne			30	\$22,538
Pepperdine University		26		\$40,945
Point Loma Nazarene University		25		\$34,851
California Lutheran University			23	\$24,065
Golden Gate University			14	
National University		14		\$9,966
University of Southern California			14	\$26,021
La Sierra University		11	2	\$25,230
California Baptist University		12		\$23,494
Claremont McKenna College			10	\$21,663
Holy Names University		9		\$21,515
California State University-San Bernardino			6	\$3,254
University of Phoenix-California	3	1		\$15,400
Fresno Pacific University		2		\$15,350
San Francisco State University		2		\$13,641
Lincoln University			1	\$14,128
United States University				\$13,529
University of California-San Diego				\$15,632
<b>Total</b>	<b>3</b>	<b>1,201</b>	<b>163</b>	

1. Undergraduate certificates and associate's degrees

2. Bachelor's degrees and post-baccalaureates

3. Master's, post-master's, and doctorates

4. Average net price represents full-time beginning undergraduate students who paid the in-state or in-district tuition rate and were awarded grant or scholarship aid from federal, state or local governments, or the institution. Data as of the 2020-2021 academic year.

Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2021 academic year. Any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

# Occupation Crosswalk

The below table lists all occupations linked with the program, Finance, General, CIP 52.0801.

		Education and Training Requirements			Educational Attainment				
		Typical Education Needed for Entry	Work Experience in a Related Occupation	Typical On-the-Job Training Needed to Attain Competency in the Occupation	No College	Some College, No Degree	Associate's Degree	Bachelor's Degree	Postgraduate Degree
11-1011	Chief Executives	Bachelor's degree	5 years or more	None	6%	9%	4%	45%	36%
11-1021	General and Operations Managers	Bachelor's degree	5 years or more	None	14%	17%	9%	43%	18%
11-3031	Financial Managers	Bachelor's degree	5 years or more	None	7%	10%	6%	49%	28%
13-1141	Compensation, Benefits, and Job Analysis Specialists	Bachelor's degree	Less than 5 years	None	9%	13%	10%	51%	17%
13-2022	Appraisers of Personal and Business Property	Bachelor's degree	None	Long-term on-the-job training	7%	16%	8%	54%	15%
13-2031	Budget Analysts	Bachelor's degree	None	None	3%	6%	5%	47%	40%
13-2041	Credit Analysts	Bachelor's degree	None	None	6%	7%	6%	58%	23%
13-2051	Financial and Investment Analysts	Bachelor's degree	None	None	1%	3%	2%	53%	40%
13-2052	Personal Financial Advisors	Bachelor's degree	None	Long-term on-the-job training	2%	5%	3%	56%	34%
13-2053	Insurance Underwriters	Bachelor's degree	None	Moderate-term on-the-job training	6%	11%	7%	60%	16%
13-2054	Financial Risk Specialists	Bachelor's degree	None	None	5%	9%	4%	48%	34%
13-2072	Loan Officers	Bachelor's degree	Less than 5 years	Moderate-term on-the-job training	9%	14%	9%	53%	16%
13-2099	Financial Specialists, All Other	Bachelor's degree	None	None	6%	9%	5%	47%	33%
25-1011	Business Teachers, Postsecondary	Doctoral or professional degree	None	None	1%	1%	1%	14%	83%

Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2022Q4 along with source data from the BLS

## Definition of Chief Executives (11-1011)

Determine and formulate policies and provide overall direction of companies or private and public sector organizations within guidelines set up by a board of directors or similar governing body. Plan, direct, or coordinate operational activities at the highest level of management with the help of subordinate executives and staff managers.

## Definition of General and Operations Managers (11-1021)

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.

## Definition of Financial Managers (11-3031)

Plan, direct, or coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office, or department of an establishment.

## Definition of Compensation, Benefits, and Job Analysis Specialists (13-1141)

Conduct programs of compensation and benefits and job analysis for employer. May specialize in specific areas, such as position classification and pension programs.

## Definition of Appraisers of Personal and Business Property (13-2022)

Appraise and estimate the fair value of tangible personal or business property, such as jewelry, art, antiques, collectibles, and equipment. May also appraise land.

## Definition of Budget Analysts (13-2031)

Examine budget estimates for completeness, accuracy, and conformance with procedures and regulations. Analyze budgeting and accounting reports.

**Definition of Credit Analysts (13-2041)**

Analyze credit data and financial statements of individuals or firms to determine the degree of risk involved in extending credit or lending money. Prepare reports with credit information for use in decisionmaking.

**Definition of Financial and Investment Analysts (13-2051)**

Conduct quantitative analyses of information involving investment programs or financial data of public or private institutions, including valuation of businesses.

**Definition of Personal Financial Advisors (13-2052)**

Advise clients on financial plans using knowledge of tax and investment strategies, securities, insurance, pension plans, and real estate. Duties include assessing clients' assets, liabilities, cash flow, insurance coverage, tax status, and financial objectives. May also buy and sell financial assets for clients.

**Definition of Insurance Underwriters (13-2053)**

Review individual applications for insurance to evaluate degree of risk involved and determine acceptance of applications.

**Definition of Financial Risk Specialists (13-2054)**

Analyze and measure exposure to credit and market risk threatening the assets, earning capacity, or economic state of an organization. May make recommendations to limit risk.

**Definition of Loan Officers (13-2072)**

Evaluate, authorize, or recommend approval of commercial, real estate, or credit loans. Advise borrowers on financial status and payment methods. Includes mortgage loan officers and agents, collection analysts, loan servicing officers, loan underwriters, and payday loan officers.

**Definition of Financial Specialists, All Other (13-2099)**

All financial specialists not listed separately.

**Definition of Business Teachers, Postsecondary (25-1011)**

Teach courses in business administration and management, such as accounting, finance, human resources, labor and industrial relations, marketing, and operations research. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.

# Occupation Details

As of 2022Q4, total employment for occupations linked to Finance, General in California was 635,674. Over the past three years, linked occupations added 43,544 jobs in the region and are expected to need in aggregate approximately 410,931 newly trained workers over the next seven years.

Snapshot of Occupations Linked to Finance, General in California<sup>1</sup>

SOC	Occupation	Current					3-Year History		7-Year Forecast				
		Empl	Mean Ann Wages <sup>2</sup>	LQ	Unempl	Unempl Rate	Online Job Ads <sup>3</sup>	Ann %	Total Demand	Exits	Transfers	Empl Growth	Avg Ann Growth %
11- 1021	General and Operations Managers	326,916	\$137,400	0.84	6,046	1.9%	2,606	3.2%	224,873	54,541	151,768	18,564	0.8%
11- 3031	Financial Managers	102,240	\$172,400	1.17	1,454	1.5%	4,015	1.3%	69,975	19,245	38,490	12,240	1.6%
11- 1011	Chief Executives	38,001	\$242,800	1.16	333	0.9%	1,906	-5.1%	16,803	8,001	10,582	-1,780	-0.7%
13- 2051	Financial and Investment Analysts	37,369	\$110,800	0.97	324	0.9%	2,042	12.9%	21,893	5,688	14,085	2,119	0.8%
13- 2052	Personal Financial Advisors	36,742	\$135,000	0.93	629	1.8%	146	3.0%	21,534	7,471	11,741	2,321	0.9%
13- 2072	Loan Officers	35,083	\$88,400	0.84	868	2.6%	655	-0.7%	20,308	6,233	13,214	860	0.3%
13- 2099	Financial Specialists, All Other	16,446	\$95,000	1.09	771	4.7%	184	9.4%	10,245	3,319	6,163	764	0.7%
13- 1141	Compensation, Benefits, and Job Analysis Specialists	11,667	\$85,400	0.99	209	1.9%	453	-3.4%	7,665	2,621	4,397	646	0.8%
13- 2053	Insurance Underwriters	8,923	\$92,200	0.66	91	1.2%	314	0.2%	4,565	1,677	2,981	-92	-0.1%
13- 2041	Credit Analysts	6,872	\$96,900	0.82	257	3.8%	70	-2.6%	3,703	1,044	2,800	-141	-0.3%
25- 1011	Business Teachers, Postsecondary	5,109	\$141,100	0.54	94	1.8%	694	-1.1%	3,216	1,645	1,389	183	0.5%
13- 2054	Financial Risk Specialists	4,962	\$123,700	0.70	215	4.5%	147	12.9%	3,141	1,005	1,867	269	0.8%
13- 2031	Budget Analysts	4,934	\$98,800	0.87	9	0.2%	276	-3.1%	2,791	986	1,655	150	0.4%
13- 2022	Appraisers of Personal and Business Property	412	\$87,900	1.02	8	1.9%	7	-1.5%	220	99	116	5	0.2%
<b>Total - Linked Occupations</b>		<b>635,674</b>	<b>\$141,400</b>	<b>0.91</b>	<b>11,308</b>	<b>1.8%</b>	<b>13,515</b>	<b>2.4%</b>	<b>410,931</b>	<b>113,575</b>	<b>261,247</b>	<b>36,108</b>	<b>0.8%</b>
<b>Total - All Occupations</b>		<b>19,219,968</b>	<b>\$71,900</b>	<b>1.00</b>	<b>797,161</b>	<b>4.1%</b>	<b>549,411</b>	<b>0.6%</b>	<b>17,029,863</b>	<b>6,722,656</b>	<b>9,379,252</b>	<b>927,955</b>	<b>0.7%</b>

Source: [JobsEQ®](#)

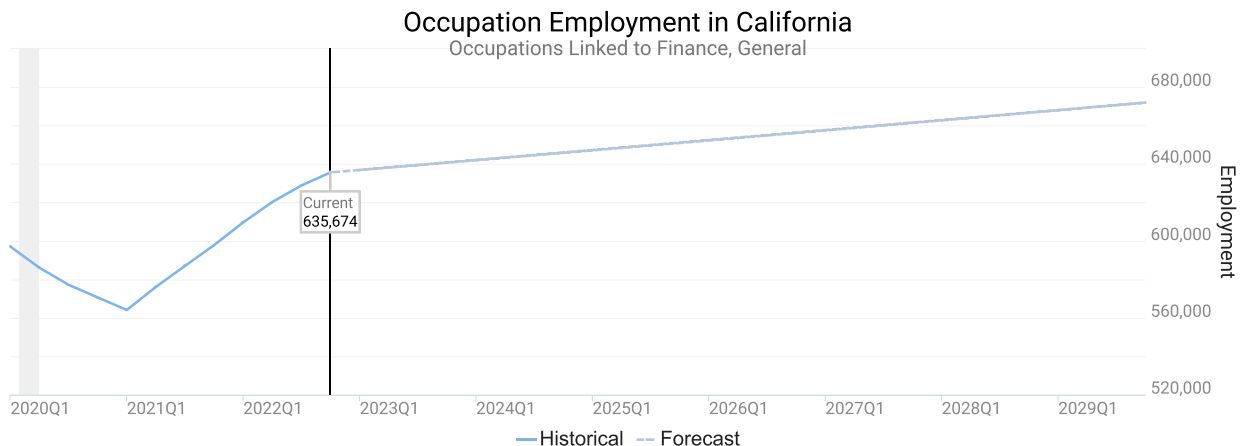
Data as of 2022Q4 unless noted otherwise

Note: Figures may not sum due to rounding.

1. Data based on a four-quarter moving average unless noted otherwise.

2. Wage data represent the average for all Covered Employment

3. Data represent found online ads active within the last thirty days in the selected region. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list). Ad counts for ZCTA-based regions are estimates.



Source: JobsEQ®. Data as of 2022Q4. The shaded areas of the graph represent national recessions.

Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2022Q3, imputed where necessary with preliminary estimates updated to 2022Q4. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.



# Employment by Industry

The table illustrates the industries in California which most employ occupations linked to Finance, General. The single industry most employing these occupations in the region is Depository Credit Intermediation , NAICS 5221. This industry employs 32,302 workers in the linked occupations—employment which is expected to increase by 2,713 jobs over the next ten years; furthermore, 25,873 additional new workers in these linked occupations will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.

**Industry Distribution for Occupations Linked to Finance, General in California**

NAICS Code	Industry Title	Current			10-Year Demand		
		% of Occ Empl	Empl	Exits	Transfers	Empl Growth	Total Demand
5221	Depository Credit Intermediation	5.1%	32,302	8,401	17,471	2,713	28,586
5239	Other Financial Investment Activities	5.0%	32,021	8,747	15,895	3,120	27,762
5511	Management of Companies and Enterprises	4.7%	29,564	7,455	16,248	1,385	25,088
5416	Management, Scientific, and Technical Consulting Services	3.5%	22,070	5,706	13,604	3,218	22,528
5222	Nondepository Credit Intermediation	3.1%	19,561	4,945	10,667	932	16,544
5415	Computer Systems Design and Related Services	2.8%	17,558	4,632	10,768	2,932	18,331
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	2.4%	15,400	3,968	8,343	1,265	13,577
7225	Restaurants and Other Eating Places	2.3%	14,637	3,691	10,126	2,839	16,656
5231	Securities and Commodity Contracts Intermediation and Brokerage	2.1%	13,217	3,661	6,754	1,909	12,324
5242	Agencies, Brokerages, and Other Insurance Related Activities	2.1%	13,110	3,482	7,066	752	11,300
5223	Activities Related to Credit Intermediation	1.8%	11,542	3,016	6,278	1,088	10,381
5241	Insurance Carriers	1.7%	10,830	2,850	5,785	766	9,401
6113	Colleges, Universities, and Professional Schools	1.6%	10,111	3,428	5,005	923	9,356
5417	Scientific Research and Development Services	1.5%	9,582	2,449	5,745	1,101	9,295
5121	Motion Picture and Video Industries	1.4%	9,005	2,421	5,739	2,028	10,189
5613	Employment Services	1.4%	8,854	2,236	5,371	752	8,359
5611	Office Administrative Services	1.4%	8,619	2,299	5,322	1,771	9,392
2382	Building Equipment Contractors	1.3%	8,074	1,902	5,010	88	7,000
5413	Architectural, Engineering, and Related Services	1.2%	7,318	1,753	4,326	57	6,136
5617	Services to Buildings and Dwellings	1.1%	7,065	1,658	4,523	209	6,390
	All Others	52.7%	335,234	83,568	203,196	22,635	309,399

Source: JobsEQ®

Data as of 2022Q4 except wages which are as of 2021. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.

Note: Figures may not sum due to rounding.

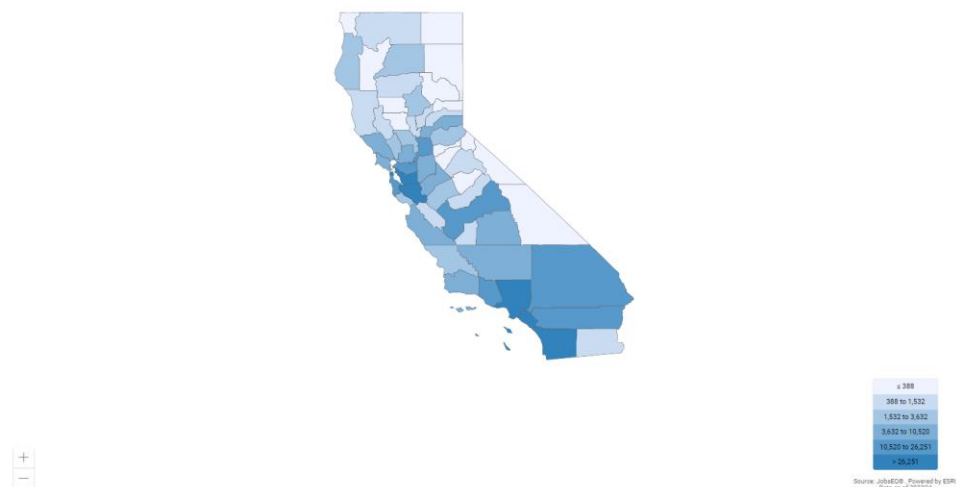
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# Geographic Distribution

The map below illustrates the county-level distribution of employed workers in California in occupations linked to Finance, General. Employment is shown by place of work.

California, Occupation Concentration by Place of Work for Occupations Linked to Finance, General

export



## Top Counties with Employment Linked to Finance, General, 2022Q4

Region	Employment
Los Angeles County, California	160,697
Orange County, California	67,785
San Diego County, California	55,290
Santa Clara County, California	42,411
San Francisco County, California	40,197
Alameda County, California	26,252
Sacramento County, California	22,835
San Bernardino County, California	22,101
Riverside County, California	21,034
San Mateo County, California	19,166

Source: JobsEQ®

Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2022Q3, imputed where necessary with preliminary estimates updated to 2022Q4.

# Demographic Profile

The population in California was 39,346,023 per American Community Survey data for 2016-2020.

Of individuals 25 to 64 in California, 35.4% have a bachelor's degree or higher which compares with 34.3% in the nation. Per American Community Survey 2016-2020 estimates, the region has about 576,714 students enrolled in grade 12.

## Summary<sup>1</sup>

	Percent		Value	
	California	USA	California	USA
<b>Demographics</b>				
Population (ACS)	—	—	39,346,023	326,569,308
Male	49.7%	49.2%	19,562,882	160,818,530
Female	50.3%	50.8%	19,783,141	165,750,778
Median Age <sup>2</sup>	—	—	36.7	38.2
Under 18 Years	22.8%	22.4%	8,956,641	73,296,738
18 to 24 Years	9.5%	9.3%	3,724,239	30,435,736
25 to 34 Years	15.3%	13.9%	6,007,913	45,485,165
35 to 44 Years	13.3%	12.7%	5,233,903	41,346,677
45 to 54 Years	12.8%	12.7%	5,039,155	41,540,736
55 to 64 Years	12.0%	12.9%	4,739,675	42,101,439
65 to 74 Years	8.3%	9.4%	3,270,380	30,547,950
<b>Population Growth</b>				
Population (Pop Estimates) <sup>4</sup>	—	—	39,029,342	333,287,557
Population Annual Average Growth <sup>4</sup>	0.3%	0.6%	108,479	1,940,990
People per Square Mile	—	—	250.4	94.3
<b>Educational Attainment, Age 25-64</b>				
No High School Diploma	15.2%	10.5%	3,199,850	17,929,220
High School Graduate	20.4%	25.4%	4,282,776	43,289,555
Some College, No Degree	21.0%	20.5%	4,412,172	34,959,338
Associate's Degree	8.0%	9.3%	1,678,082	15,776,790
Bachelor's Degree	22.6%	21.6%	4,741,354	36,888,244
Postgraduate Degree	12.9%	12.7%	2,706,412	21,630,870
<b>Social</b>				
Poverty Level (of all people)	12.6%	12.8%	4,853,434	40,910,326
Households Receiving Food Stamps/SNAP	9.0%	11.4%	1,183,873	13,892,407
Enrolled in Grade 12 (% of total population)	1.5%	1.3%	576,714	4,358,865
Disconnected Youth <sup>3</sup>	1.9%	2.5%	38,451	433,164
Children in Single Parent Families (% of all children)	32.8%	34.0%	2,796,858	23,628,508
Uninsured	7.2%	8.7%	2,806,173	28,058,903
Speak English Less Than Very Well (population 5 yrs and over)	17.4%	8.2%	6,432,102	25,312,024

Source: [JobsEQ®](https://www.chmuraecon.com/jobseq)

1. American Community Survey 2016-2020, unless noted otherwise

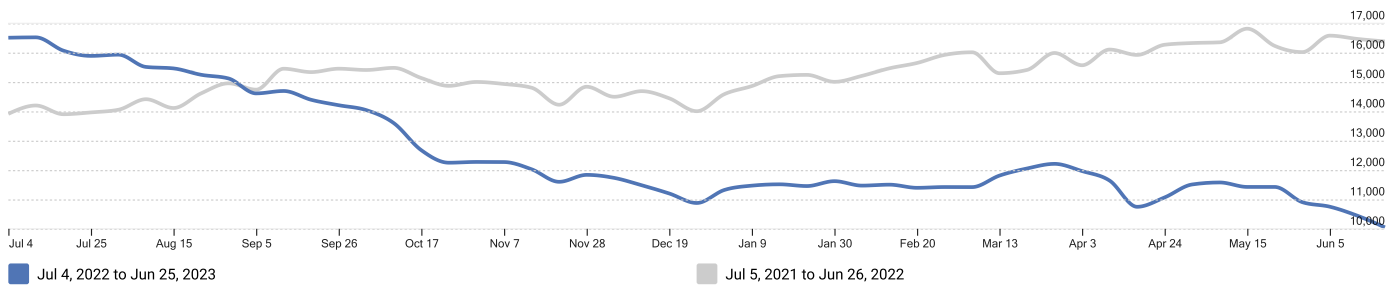
2. Median values for certain aggregate regions (such as MSAs) may be estimated as the weighted averages of the median values from the composing counties.

3. Disconnected Youth are 16-19 year olds who are (1) not in school, (2) not high school graduates, and (3) either unemployed or not in the labor force.

4. Census Population Estimate for 2022, annual average growth rate since 2012. Post-2019 data for Connecticut counties are imputed by Chmura.

# RTI (Job Postings)

Active Job Ads by Date




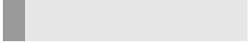


## Occupations

SOC	Occupation	Active Job Ads
11- 3031.00	Financial Managers	20,234
11- 1021.00	General and Operations Managers	17,001
13- 2051.00	Financial and Investment Analysts	13,405
11- 1011.00	Chief Executives	9,172
13- 2072.00	Loan Officers	3,291
13- 1141.00	Compensation, Benefits, and Job Analysis Specialists	2,997
25- 1011.00	Business Teachers, Postsecondary	2,242
13- 2053.00	Insurance Underwriters	1,835
11- 3031.01	Treasurers and Controllers	1,833
13- 2031.00	Budget Analysts	1,374

## Locations

Location	Active Job Ads
San Francisco, California	5,726
Los Angeles, California	5,513
San Diego, California	2,388
San Jose, California	1,804
Sacramento, California	1,737
Irvine, California	1,534

## Locations

Location	Active Job Ads	
Oakland, California	986	
Santa Clara, California	523	
Newport Beach, California	492	
Palo Alto, California	480	

## Employers

Employer Name	Active Job Ads	
Robert Half	1,663	
CVS	840	
JP Morgan Chase & Co	822	
Wells Fargo	678	
Los Angeles, California	653	
Jobot	642	
CBRE	505	
Kaiser Permanente	494	
Deloitte	450	
Disney	411	

## Certifications

Certificate Name	Active Job Ads	
Certified Public Accountant (CPA)	4,539	
Driver's License	1,243	
Series 63	644	
Chartered Financial Analyst (CFA)	460	
Certified Management Accountant (CMA)	439	
Project Management Professional (PMP)	362	
Certified Financial Planner (CFP)	342	
Secret Clearance	303	
Certified Internal Auditor (CIA)	280	
Certification in Cardiopulmonary Resuscitation (CPR)	273	

### Hard Skills

Skill Name	Active Job Ads	
Microsoft Excel	23,418	
Finance	13,722	
Microsoft Office	12,927	
Microsoft PowerPoint	8,680	
Microsoft Outlook	5,236	
Microsoft Word	5,199	
Understanding of Generally Accepted Accounting Principles (GAAP)	4,943	
Presentation	4,580	
Accounting	3,250	
Structured Query Language (SQL)	3,125	

### Soft Skills

Skill Name	Active Job Ads	
Communication (Verbal and written skills)	52,725	
Cooperative/Team Player	32,912	
Supervision/Management	23,782	
Analytical	23,458	
Problem Solving	17,404	
Detail Oriented/Meticulous	15,949	
Organization	15,744	
Interpersonal Relationships/Maintain Relationships	14,206	
Customer Service	12,934	
Leadership	12,079	

### Job Titles

Job Title	Active Job Ads	
General Manager	2,009	
Operations Manager	1,838	
Financial Analyst	1,246	
Unclassified	960	
Senior Financial Analyst	769	
Controller	752	
Branch Manager	535	
Operations Manager-CA	516	
Assistant General Manager	506	
Finance Manager	473	

### Job Types

Type	Active Job Ads	
Full-Time	44,586	
Remote	7,197	
Permanent	5,932	
Temporary (unspecified)	2,440	
Part-Time	2,400	
Temporary (long-term)	390	
Temporary (short-term)	295	
Temp-to-Hire	231	
Remote Not Indicated	71,211	



### Programs

Program Name	Active Job Ads	
Finance	13,598	
Accounting	12,948	
Business Administration	9,028	
Business	8,432	
Economics	5,098	
Engineering	2,585	
Mathematics	1,671	
Statistics	1,277	
Computer Science	1,178	
Public Administration	934	

### Education Levels

Minimum Education Level	Active Job Ads	
Bachelor's degree	38,085	
High school diploma or equivalent	7,608	
Master's degree	2,963	
Associate's degree	1,973	
Doctoral or professional degree	716	
Unspecified/other	27,063	

# California Regional Map



# FAQ

## What is CIP?

The 2010 Classification of Instructional Programs (CIP) is taxonomy of instructional program classifications and descriptions. It was developed and has been updated by the U.S. Department of Education's National Center for Education Statistics (NCES).

## What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 804 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 22 major groups, 95 minor groups, and 452 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

## What is the source of the job ads?

Job ads data are online job posts from the Real-Time Intelligence (RTI) data set, produced wholly by Chmura and gleaned from over 40,000 websites. Data reflect ads active during the last twelve month period ending 06/29/2023 and advertised for any Zip Code Tabulation Area in or intersecting with the region for which this report was produced. Historical ad volume is revised as additional data are made available and processed. Since many extraneous factors can affect short-term volume of online job postings, time-series data can be volatile and should be used with caution. All ad counts represent deduplicated figures.

## What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

## What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth

demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

### **What is a location quotient?**

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

### **What is NAICS?**

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the “all industry” level to the 6-digit level. The first two digits define the top level category, known as the “sector,” which is the level examined in this report.

#### **About This Report**

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