

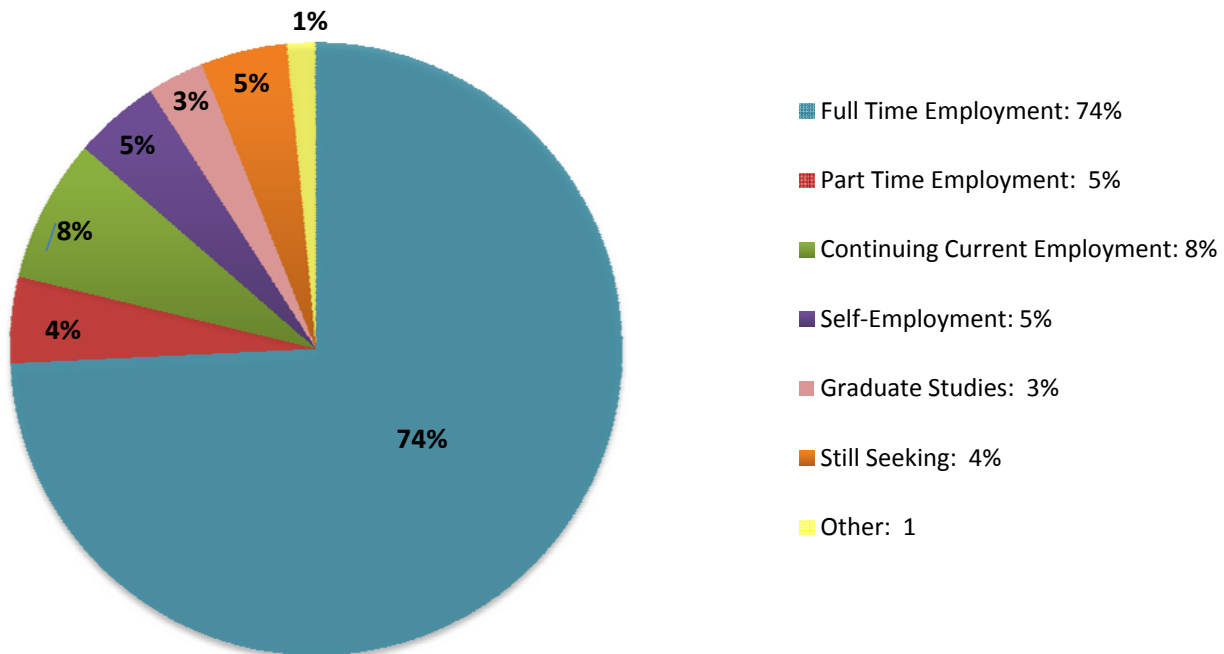
## School of Social Policy and Practice Career Plans Survey Class of 2010

### SURVEY RESPONSES

Total number of degrees given:	148
MSW recipients:	113
MSNPL recipients:	18
MSSP recipients:	4
DSW recipients:	9
PHD recipients:	4
Surveys Returned:	66
<b>Response Rate:</b>	<b>45%</b>

Each year, Career Services surveys graduating students to learn of their post-graduation plans. This report summarizes information reported by December 2009, May 2010, and August 2010 graduates of the School of Social Policy and Practice. Responses were collected between November 2010 and January 2011.

### CAREER PLANS



### Geographical Breakdown of Accepted Jobs

Mid-Atlantic (including Philadelphia):	75%
Northeast (including New York):	8%
South:	11%
West:	0%
Midwest:	4%
International:	2%

## JOB OFFER SUMMARY

71% of respondents included the number of job interviews they had and the number of offers they received. Of those who responded:

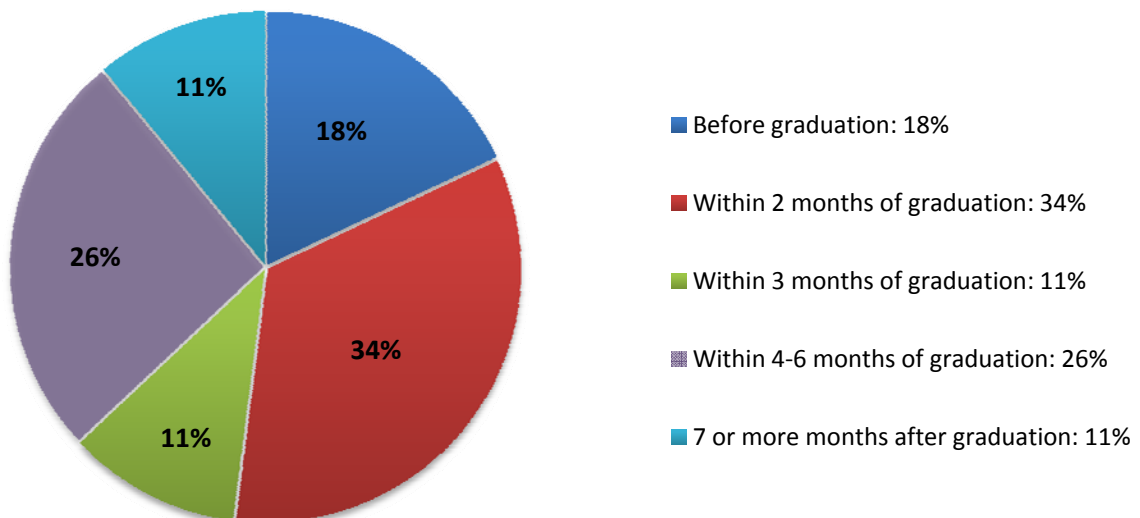
- 49%** of graduates received 1 job offer and went on an average of 3 interviews.
- 27%** of graduates received 2 job offers and went on an average of 3.5 interviews.
- 24%** of graduates received 3+ job offers and went on an average of 7 interviews.

### Source of Offer

97% of respondents indicated the source of their job offer:

Online Job Board or Internet listing, <b>not</b> related to Career Services	31%
An agency where you completed field placement/internship	23%
During First Year: 23%	
During Second Year: 56%	
During Third Year: 23%	
Contact from a family member, friend, teacher, etc.	18%
Current or prior employer, <b>not</b> related to field placement/internship	8%
Career Services e-mail distribution list posting	5%
Unsolicited letter or call to an employer	3%
Newspaper ad or publication subscription	2%
Professional Association's Career Services, conference or job fair	2%
Other	8%

### Date of Offer



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## SALARY SUMMARY

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### Salary Information for Full Time Positions

Average Salary:     \$45,954  
Salary Range:     \$28,000 - \$70,000

### Average Salary by Job Function\*

50% Case Management/ 50% Clinical Practice:	\$39,667
Case Management:	\$44,835
Clinical Practice:	\$41,445
Fundraising/Development:	\$49,500
Management/Administration:	\$49,111
Policy Analysis/Research:	\$52,500**
Program Development:	\$41,333
Other:	\$48,500

\* Salary statistics not released for job functions in which less than 2 salaries were reported.

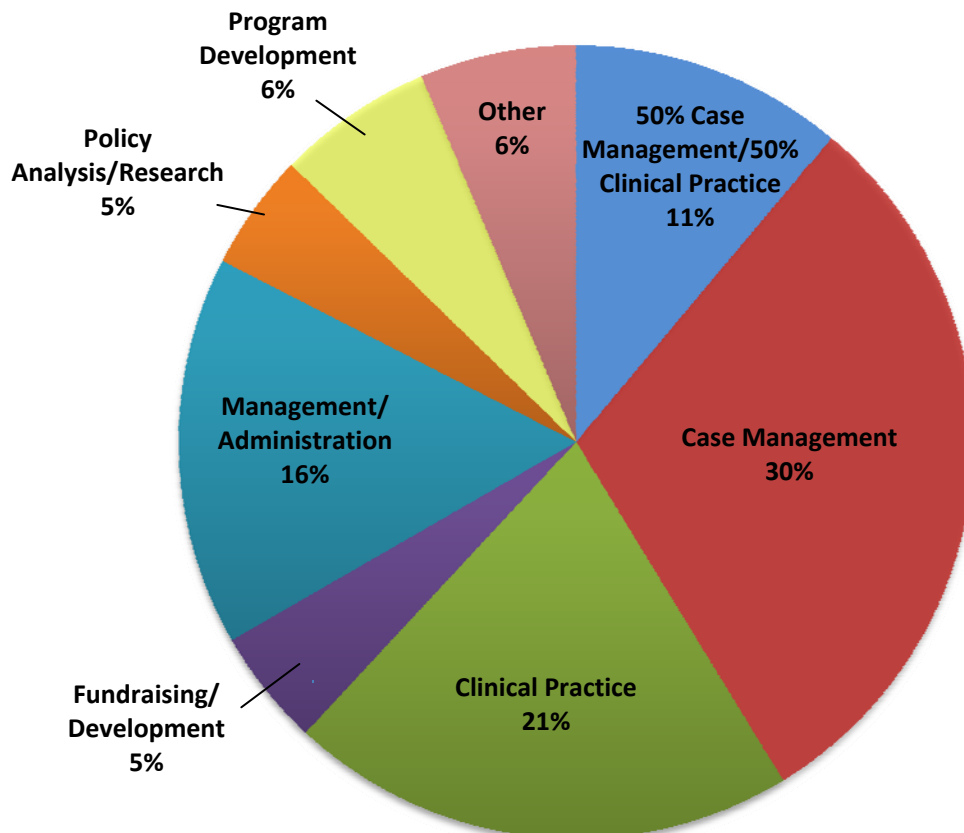
\*\*Includes one doctoral-level salary.

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## POSITIONS ACCEPTED

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### Job Function of Positions Accepted



## Directory of Employers who Hired SP2 Graduates

### 50% Case Management/50% of Clinical Practice

#### **Master of Social Work**

Action AIDS, Housing, Housing Specialist, Philadelphia, PA  
Center for Family Services, Multisystemic Therapy, Multi-Systemic Counselor, Camden, NJ  
Child Guidance Resource Centers, Behavioral Health Rehabilitation Services, Behavioral Specialist  
Consultant/Mobile Therapist, West Norriton, PA  
Family Services of Chemung County Inc., Mental Health Clinic, Therapist, Elmira, NY  
The Home for Little Wanderers, Knight Children's Center, Clinician, Boston, MA  
Philadelphia Corporation for Aging, Long Term Care, Care Manager II, Philadelphia, PA  
University of Pennsylvania Health System, Cancer Program, Social Worker, Philadelphia, PA

### Case Management

#### **Master of Social Work**

Bucks County Children and Youth, Child Protective Services, Social Worker 1, Doylestown, PA  
Children's Hospital of Philadelphia, Hematology, Social Worker, Philadelphia, PA  
Compassionate Care Hospice, Licensed Social Worker, Seaville, NJ  
Congreso De Latinos Unidos, School Based Social Services, Resource Specialist Supervisor, Philadelphia, PA  
Cooper University Hospital, Care Management, Social Worker, Camden, NJ  
Court Appointed Special Advocates of Travis County, Child Advocate, Child Advocacy Specialist, Austin, TX  
Department of Human Services, Children and Youth Division, Adoption Social Worker, Philadelphia, PA  
Department of Human Services, Department of Family and Children Services, Foster Parent Liaison, College Park, GA  
Department of Human Services, District of Columbia, Child and Family Services, Adoptions, Social Worker, Washington, D.C.  
Devon Manor, Social Services, Social Worker, Devon, PA  
District of Columbia, Child and Family Services, Social Worker, Washington, DC  
The George Washington University Hospital, Case Management, Social Worker, Washington, D.C.  
Hahnemann University Hospital, Case Management/Social Services, Social Worker, Philadelphia, PA  
HIAS and Council, Refugee Resettlement, Refugee Team Supervisor, Philadelphia, PA  
Liberty Resources, Inc, Supports Coordination, Supports Coordinator, Philadelphia, PA  
Moss Rehab Hospital, Drucker Brain Injury, Clinical Case Manager, Philadelphia, PA  
Philadelphia Corporation for Aging, Long Term Care Access, Assessment Worker, Philadelphia, PA  
University of Pennsylvania Health System, Penn Wissahickon Hospice, Social Worker, Bala Cynwyd, PA  
University of Pennsylvania Health System, Penn Wissahickon Hospice, Social Worker, Bala Cynwyd, PA

### Clinical Practice

#### **Master of Social Work**

Center for Families and Children, Behavioral Health, Children's Therapist, Cleveland, OH  
Children's Crisis Treatment Center, Trauma Services, Clinician (Trauma Therapist), Philadelphia, PA  
Family Support Center, School Counselor, Bethesda, MD  
Mental Health Association of Montgomery County, Kensington Wheaton Youth Services, Mental Health  
Therapist (Bilingual), Silver Spring, MD  
Penn Foundation, Outpatient Mental Health, Therapist, Sellersville, PA  
Perfect Perceptions, LLC., Owner, Flourtown, PA  
Presbyterian Children's Village, Residential Treatment, Residential Social Worker, Rosemont, PA  
Public Health Management Corporation, The Bridge Treatment Center, Residential Therapist, Philadelphia, PA

Robin's Nest, Foster, Kinship and Adoption Counseling, Therapist, Glassboro, NJ  
Serviam Girls Academy, Counseling, Counselor, New Castle, DE  
Student Support Center, Functional Family Therapist, Washington, DC  
University of Pennsylvania, Division of University Life, Counseling and Psychological Services, Licensed Social Worker, Philadelphia, PA  
University of Pennsylvania Health System - Hall Mercer Community Mental Health/Mental Retardation Centers, Home School Connection, Therapist, Philadelphia, PA

### **Fundraising**

#### **Master of Science in Non-Profit Leadership**

New Jersey After 3, Development, Grant Writer, New Brunswick, NJ  
University of Pennsylvania, Alumni Relations, Assistant Director of Multicultural Outreach, Philadelphia, PA  
Year Up New York, Development, Grants and Contracts Specialist, New York, NY

### **Management /Administration**

#### **Master of Science in Non-Profit Leadership**

Public Financial Management, Strategic Consulting Practice, Consultant, Philadelphia, PA  
White and Associates, Associate, Elkins Park, PA

#### **Master of Social Work**

Abraxas Youth and Family Services, Reintegration, Program Manager, Philadelphia, PA  
Center for Survivors of Torture and War Trauma, Open Door After School Supervisor, Saint Louis, MO  
Central Montgomery MH/MR, Family Life Education and Counseling Services, Program Director, Norristown, PA  
Columbia University School of Social Work, Admissions, Assistant Director, New York City, NY  
Delaware County Children and Youth Services, Services to Children in Their Own Homes (SCOH), Casework Supervisor, Upper Darby, PA  
Department of Defense, Department of the Army, Civilian Logistics Specialist, Fort Lee, VA  
Family Services, Inc., Administration, Manager of Quality Assurance and Quality Improvement, Gautnersburg, MD  
Strafford County Head Start, Social Services, Social Service Manager, NH

### **Policy Analysis/Research**

#### **Master of Social Work**

American Civil Liberties Union of Pennsylvania, Duvall Project, Project Associate, Philadelphia, PA  
National Institute of Mental Health, NIH, Office of the Clinical Director, Intramural Research Program, Recruitment & Community Relations Specialist, Bethesda, MD

#### **Ph.D.**

Treatment Research Institute, Law and Ethics, Research Scientist, Philadelphia, PA

### **Program Development**

#### **Master of Science in Non-Profit Leadership**

Pratham Education Foundation, Vocational Training Program, Operations Manager, Mumbai, India

#### **Master of Science in Social Policy**

The Children's Hospital of Philadelphia, Policy Lab, Research Associate, Philadelphia, PA

### **Master of Social Work**

Bethesda Project, Program Coordinator, Philadelphia, PA

OIC of America, Teen Pregnancy Prevention, Educator of Teen Pregnancy Prevention, Philadelphia, PA

### **Other**

#### **Master of Science in Social Policy**

Noro IP, Marketing, Director of Marketing, Cleveland, OH

Self-Employed, Consultant, Philadelphia, PA

#### **Master of Social Work**

Teach for America, 2nd Grade Teacher, Newark, NJ

University of Pennsylvania School of Medicine, Psychiatry at Hall Mercer, Therapist/Program

Coordinator/Project Manager, Philadelphia, PA

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## **ADVICE FROM YOUR PEERS**

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**I made as many contacts as possible at my field placement and found out where they had worked before getting their clinical licenses. I found out about this job through those contacts, who made the connection for me so that I already had a big head start before even interviewing.**

Start early! Non-profit agencies will take more time in reviewing resumes. If you applying out of state and will move there if you get a position, make sure you state it on the cover letter. Be ready to Skype if you are interviewing out of state.

**Apply for everything! It will give you the opportunity to both learn new systems and organizations and find ways to market the skills that you have.**

Have a clear understanding of what your professional goals are at the following stages: graduation from Penn, 1 year out, 5 years out, and 10 years out. Allow for vague career goals at the 5 and 10 year mark, but have a general sense of what resonates with you and the experiences that you have had while in the graduate program. Be sure to answer the following questions: (1) How much per year do I need to make (to live, eat, repay loans, have a life, support a family, etc.)? (2) What is my salary range? (3) What networks do I have to use to gain a job? (4) What benefit packages am I looking for? (5) How long can I tolerate a toxic work environment? (6) What do I need for future professional development (supervision, room to advance, etc.)? (7) How will I get those things?

**Using social media is helpful, i.e. LinkedIn/Facebook. Connecting to as many people as you can and building your network on social media is important. For example, if there is a company that you want to work for you may have a connection to it through LinkedIn (if you built up your network) and never realized you had someone in common with the org you are targeting. I have gotten several interviews through the people I was connected with through LinkedIn. I would also recommend getting involved in any way that you can, when it comes to looking for a position. Start volunteering, go to networking events and really put yourself out there. Visibility is extremely important, and articulating your 30 sec elevator pitch is really important as well. Leveraging your relationships even those in your family from your siblings' contacts, to your parents, cousins, uncles, and grandparents are all very helpful as well. Stay positive, and keep a can do attitude and you will be successful!**

Take an internship at an agency where you would love to work. It might lead to a full time job! Also, contact previous employer/mentors/etc and let them know you are looking and your interests.

**The best advice that I can give is that you never know what connections can lead to finding work. Internships are a time to sharpen not only social work skills, but also professionalism. If you can work hard and impress all of the people you encounter at your internships, then that is the best foot in the door you can get. Conversely, an internship is not a job interview, though many interns would like to get hired, it is important not to push the issue too much. Many of my fellow interns got quite aggressive on this front and it seems to have backfired. Show up on time, work hard and don't be shy about being honest when/if anyone asks if you are looking for work.**

My job search strategy was notifying all of my professors, friends, family and past employers/internship supervisors of my interest in a full-time social work position. As a result, my first year internship supervisor offered me a part-time BSW level position at my first year internship. I worked at this position for two months. This opportunity allowed me time to properly study for the MSW exam and to process the LSW paperwork in Pennsylvania and New Jersey. It also provided me with the financial flexibility to turn down job offers I did not like. My advice to current students would be to have realistic but high expectations in regards to job searching, follow your instincts, network as much as possible, be flexible and know your salary worth.

**Apply to as many jobs as possible. Talk to as many social workers in the field as you know. Set up informal meetings to get a sense of what field of social work they are employed. Sign-up for Careerbuilder's weekly emails of positions in the social work field. If there is a contact person listed, call the person to follow-up after submitting your resume. Send a thank you card after the interview.**