

eign markets are the next big thing for software companies, who are now focusing their sights on China, Japan, Southeast Asia, Germany, and the U.K. Note, however, that these opportunities are usually limited to sales and marketing, and even in these areas, culture and language differences are such that local talent usually takes precedence. \* To earn a One-year Certificate through PCC's Computer Soft-

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funded, inner-city) school district or through Teach for America, which hires college grads for two-year urban and rural-district stints. You can also work at a private school; many hire recent grads. Be prepared to earn meager wages, though; suburban public schools generally offer the best K-12 salaries. Unusual and alternative opportunities also exist for dedicated education job

ficer, admissions officer, buildings and grounds manager, and the like. Education-oriented businesses are a great option. Lots of recent college grads find positions in these types of schools and possibly move on to more tradi-

tional schools after getting a master's or a teaching certificate, while others go on to make a career out of it. Such organizations prefer experienced hires, but many will train new employees or expect them to learn on the job. A job

with one of these organizations can include opportunities for international travel and for gaining business experience. Downsides for job seekers include low pay, little job security, and few chances for advancement. \*To earn an Elementary Edu-

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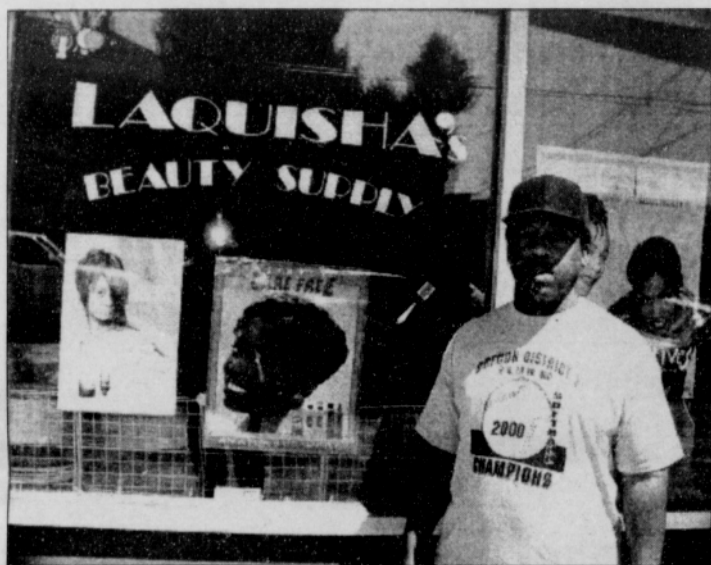


PHOTO BY MARK WASHINGTON/THE PORTLAND OBSERVER  
Anthony Huff is a Retail Manager at Laquisha's Beauty Supply. Many retail stores operate on a commission basis. An average retail salesperson generally earns \$18,000 a year. Buyers often earn between \$37,000 and \$60,000 a year, and regional store managers may make \$90,000 or more a year.

ware Engineering Technology Program, call the Sylvania Campus at 503/977-4163.

**Education**

High teacher attrition continues to be a major issue in the education industry. Regardless, this is a huge field with opportunities aplenty for job seekers—salaries are increasing and benefits are improving as population trends create an urgent demand for teachers and as America realizes that retention of quality educators is an important goal for the new millennium.

In most cases, if you want to teach K-12, you'll have to get certification, and for college-level positions at least a master's is necessary. If you don't have the credentials, though, don't despair. You might still be able to land a job in an under-resourced (that is, under-

seekers at non-traditional schools worldwide. For example, the National Outdoor Leadership School (NOLS) offers week- and semester-long wilderness courses at eight branch schools and hires many adventure-oriented leaders.

For would-be university-level teachers, the biggest bummer is that jobs are scarce and that you may have to move far away to get one, although this sector is the place to look if you're as interested in researching and publishing in your field as you are in teaching. Also, higher education provides a host of opportunities in a number of positions rarely found in the K-12 segment: investment manager, alumni fundraiser, financial-aid of-

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