The Power of a Good Story

Take time to know yourself before jumping on a career path

Education for the Information Age:
Computer Technology program prepares students for great IT jobs

High-Tech Careers for Hands-On People:
Mechatronics program teaches skills employers need today
Facts and Finds

Personality and Paycheck

Your personality may have a bigger effect on your bottom line than you ever imagined.

Psychology’s so-called “big five” personality characteristics (openness, conscientiousness, extraversion, agreeableness, neuroticism) are used by professionals to describe the human personality, but a new study shows that they may also describe how we earn, spend and save money.

Chances are, if you are conscientious, even tempered and extraverted, you probably have more money in the bank than if you’re agreeable, open to experience and neurotic.

University of Michigan economist David Weir and University of Pennsylvania psychologist Angela Lee Duckworth collected data on almost 10,000 adults age 50 and older and compared their personality characteristics, cognitive ability (IQ), wealth, and lifetime earnings records from Social Security.

Not surprisingly they found that people who score high on conscientiousness not only earn more than average, they also save more than average. Eventempered folks who score low on neuroticism tend to earn more money—but they don’t necessarily save more. And while extraverts and introverts earn about the same, it’s the extraverts who save more. And perhaps surprisingly, people who score high on agreeableness and openness to experience tend to earn less and save less.

So it seems personality has a real correlation with our work and money habits—as for the personality types that are more fun at parties, that’s another study.

Source: “Personality, Lifetime Earnings, and Retirement Wealth,” October 2010 University of Michigan Retirement Research Center

Can You Take It?

How are you at receiving criticism? Do you get defensive? Angry? Hurt? Or do you gratefully accept feedback as an opportunity to improve yourself?

And how are you at giving criticism? Do you accuse? Speak bluntly? Offer unsolicited advice? Or do you tactfully ask questions first and make suggestions later?

Basically no one likes being criticized and most of us aren’t very good at delivering it either. But criticism has a valuable role to play in the workplace, so we can all use some ground rules for both dishing it out and taking it. “How to Take Feedback” in the March 15, 2011 Psychology Today offers a few guidelines.

• Much of our growth and development depends on interactions and other experiences that feel bad. Criticism has a hallowed role in nearly every area of human endeavor,” says author Karen Wright.

Some of the rules of giving effective feedback are:

• Lead with a question such as “How do you think you’re doing?” so the other person feels included in the solution.
• Don’t give criticism unless it’s been invited.
• Make sure you have the authority to give feedback.

Majorly Important

When choosing a career path, men and women are not as far apart as you might guess. There is a lot of overlap in the choice of college majors between the sexes—but a few notable differences too. Men still choose engineering and computer careers in much larger numbers—both fields in which sixfigure salaries are commonplace. And women still dominate in English, humanities and liberal arts—fields that pay far more modest salaries. Although money isn’t everything, many college freshmen state that becoming financially well off is among their life goals, and the choice of a major can make a big difference in income.

Top College Majors

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<td>Business</td>
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<td>Health Professions and Clinical Sciences</td>
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<td>Liberal Arts and Sciences, General Studies, Humanities</td>
<td>Security and Protective Services</td>
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Institutional Mission
Piedmont Technical College transforms lives and strengthens communities by providing opportunities for intellectual and economic growth.

The College, a member of the South Carolina Technical College and Comprehensive Education System, is a public comprehensive two-year post-secondary institution. Piedmont Technical College contributes to the economic growth and development of the largest and most diverse region of the technical college system, Abbeville, Edgefield, Greenwood, Laurens, McCormick, Newberry and Saluda counties and to the state. The College enrolls approximately 4,500 to 5,000 credit students. The College responds to the academic, training and public service needs of the community through excellence in teaching and educational services. Piedmont Technical College’s open admissions policy provides accessibility for individuals with diverse backgrounds the opportunity to acquire the knowledge and skills for employment in engineering technology, industrial technology, agriculture, business, health and public service. Piedmont Technical College graduates develop competencies in communication, mathematics, problem solving and technology.

The College offers university transfer, associate degrees, diplomas and certificates in technical and occupational areas, developmental education programs, student development programs providing academic, career and personal support, and custom-designed Continuing Education programs provide training for business and industry.

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CareerFocus  |  Fall 2011  |  1
Achieve the 4 Cs
Everyone needs these core traits to succeed

If you want to get ahead at work or land a good job, you need four Cs.

No, we don’t mean your grades should be average—far from it. We mean your crucial traits must include a mastery of the 4 Cs—communication, collaboration, critical thinking and creativity.

Count to four
Those four traits will become increasingly important to employers in the years ahead, according to a recent American Management Association survey of 2,115 managers. They are foundational skills that will help you win work and win promotions.

The 4 Cs “pretty much apply to anyone’s job,” and will stay with you when you move up, says Manny Avramidis, the American Management Association’s senior vice president of global human resources. They will work for security guards, securities analysts and CEOs.

The AMA defines the 4 Cs this way:
• Communication refers to the ability to effectively express ideas in writing and in speech.
• Collaboration means the ability to work with others who may be different from you or have different points of view.
• Critical thinking is the ability to make decisions, solve problems and take appropriate action.
• Creativity refers to being innovative and using your imagination to see what’s NOT there and to make something happen.

Why they matter
The 4 Cs are growing in significance because of the pace of change in business and the amount of work that must be accomplished in teams. “I can see them become increasingly more important because the world is getting smaller and smaller,” says Avramidis, who oversees the hiring and development of some 1,000 AMA staffers around the world.

They are important enough that three-quarters of managers already have started measuring their current staff’s communication skills, critical thinking and collaboration during performance reviews. In about half the cases, workers were considered “only average” in communications and creativity and innovation, the AMA research found.

The 4 Cs and similar lists have been called crucial by other organizations including the Society for Human Resource Management. Yet two-thirds of human resources managers say some new workers lacked critical thinking, self-direction, overall professionalism and written communications skills, all of which are on SHRM’s core competencies lists.

“I define critical thinking as looking at an issue from lots of different viewpoints and...making an informed decision. If (job hunters) can convey that in a job interview, they’re going to be heads above the rest.”

Learn how
Start by grading yourself on your 4 C skills. Then ask a former boss or co-worker to be brutally honest in assessing you too. Spend time thinking of occasions when you came up with novel solutions or built a bridge with your words. That will give you some target areas in which you can increase your strengths and reduce weaknesses.

If you’re trying to add more of these into your life and your resume, jump into some activities, such as the debate team or the international business round table or a new fundraiser for your favorite charity.

Here are four other approaches, shared by Avramidis:
• Join activities that require communication and collaboration, and then document them on your resume.
• Choose classes where the professor has built the 4 Cs into the course work, and stay away from basic lecture classes where you never use them.
• Grab an internship or part-time job to learn in an environment similar to one you may land in full time later on.

• Develop your skills using some new communication tools, whether Twitter or a social network related to your field. But remember: You need to be able to talk face-to-face too.

Though all four skills are important, effective communication really is crucial at every age and stage of a career. And just because you can talk for hours with your friends does not mean you’re connecting with the hiring manager who’s 15 years older than you—or 15 years younger.

Employers also appreciate seeing the 4 Cs woven into your resume and your experiences. Critical thinking combined with communication and creativity means an individual stands out as “a problem solver....finding solutions no one else has even thought of,” says Rose. “That’s going to be a tremendous boon to your career.” CF
The Power of a Good Story
Storytelling skills can make you a more effective communicator

Your job interview is going well—until the interviewer asks the question you have been dreading: Why did you leave your last job? The truth is, you left without a new job lined up because you wanted to return to school and weren’t getting along with your boss. Although you have some regrets about your decision, your main concern now is how to make sure it doesn’t prevent you from landing this new job.

In this sticky situation, your career prospects may depend on how well you can tell a story. Can you make the interviewer understand your decision?

“A story lets you control the conclusion, to some extent, that the interviewer is going to come to,” says Richard Phillips, a career coach and owner of Advantage Career Solutions in Palo Alto, Calif. Perhaps your story ends with you going to school to learn skills that will help you in this new position, for example. “It’s like you’re saying, ‘And the moral of the story is...’”

Why stories matter
Storytelling is not just for fiction. It’s an important skill in a job interview, as well as in many jobs. The reason? “Narrative is a basic human cognitive function,” says Peter Brooks, an Andrew W. Mellon Foundation Scholar at Princeton University in comparative literature and the University Center for Human Values. “It’s one of the ways we make sense of the world.”

One reason we organize information by placing it into narratives with a beginning, middle and an end, Brooks says, is that “we are time-bound by our mortality; passing time is very important to us.”

The result: Jobs from preacher to attorney to coach require storytelling skills.

For Nikki Dequin, head softball coach and kinesiology instructor at Gavilan College, a community college in Gilroy, Calif., telling stories helps her connect with her students and her softball team. She tells her team a story, for example, about the person who once told her that “this program wouldn’t ever be successful.”

“That was my motivation to make it successful,” Dequin says. “I share that with my athletes to get them motivated to do well.”

In legal disputes, putting the facts together into a story can make or break a case. Rumona Farrell, a managing partner for Ulsch & Co. in Sacramento, Calif., recently worked on a real estate fraud case. “The attorney on our side kept saying, ‘Where’s the smoking gun?’ The problem was, there wasn’t a smoking gun, one single action that would conclusively prove the fraud. So they turned their list of small issues into a story: ‘Through telling a story, we were able to show over and over again all of the inappropriate activities of the partner who was managing the money,’” Farrell says.

Tell it well
There are several strategies for making storytelling work for you in your career:

• When you make a point, back it up with a story. Say you want to impress an interviewer how hard you work. “You can just state it: ‘I am a hard worker,’” Phillips says. “What does that mean? If you tell the story about the hardest work you’ve ever done, that comes alive in the interviewer’s mind.” Note that with this strategy, you can use a school project or volunteer work to illustrate a job-related skill if you don’t have the work experience.

• Make sure your story has the right moral. This is especially tricky when you’re explaining what you learned from a mistake. You don’t want to tell a story in which you blame all your co-workers for the project that was late. “You want to end up with always taking responsibility,” Phillips says.

• Develop the skills you need. You need to “engage people, to put a good spin on it, and to keep the attention that you need,” Farrell says. Consider taking a public speaking class if your stories are oral rather than written.

• Learn a concise story format. All stories have a beginning, a middle and an end. To illustrate your skills in a job interview, for example, start with a problem, outline the solution and finally describe what you learned. You don’t want your story to ramble.

• Practice adding details. Specifies make stories memorable. “A story has a kind of richness and texture and detail to it which is very important to convincing people,” Brooks says. “The more you can bring a whole host of details into the story and order them, the more you’ll be convincing.”

With these storytelling tools in your arsenal, you’ll be on the road to success in the job market—and in the job you get afterward. CF
Today, computers are used at home, at work, at school, on our mobile phones and nearly everywhere else in one form or another. They’ve become indispensable parts of everyday life. This explosive growth has created a demand for skilled technicians to maintain networks, to support users in everyday computing tasks, to design, maintain and implement new systems and more.

With this in mind, Lesley Price, department chair of Information Technology at Piedmont Technical College, has some practical advice for people considering their career prospects. “It’s very important in this economy to have a skill,” Price said, “and most IT jobs in our area require a two-year degree. In two years, you could have a degree from PTC, a certification, and a good salary at a secure job.”

Although IT jobs felt the pinch in the recession like most other industries, the market for IT workers has been improving for some time now. In fact, according to the Bureau of Labor statistics, no fewer than 10,000 IT jobs were added to payrolls in May alone, reflecting a steady month-over-month increase since January. And in a June survey by the IT jobs site Dice.com, 65 percent of hiring managers and recruiters said they intend to hire more tech professionals in the second half of 2011 than in the previous six months.

This environment offers fertile ground for graduates of PTC’s Computer Technology program.

Price said, “We teach hands-on application here. When you go out into the work force, you’ve got to be able to do something—to apply what you’ve learned. Our graduates are ready for the job on day one.”

Career-Focused Training
Students in the Computer Technology program at Piedmont Technical College learn about computer maintenance, local and wide area networks, and popular programming languages like Java and C++. While all students take the same core courses, “Our students are cross-trained in lots of different disciplines, from Project Management and Wireless Communications, to Database Management and Virtualization,” said Price.

According to Price, “Computer Technology is a rapidly-changing field, so it’s important for students to have a wide-ranging skill set.” Students receive training using the latest software available—from Windows 7 and Windows Server 2008, to widely-used open source operating systems like Linux. The curriculum is developed in response to the needs of area businesses. “We spend a lot of time with our advisory board listening and understanding what employers need. Then we make sure those skills are being taught in the classroom,” said Price.

For students like Brandon Latham, this focus on the practical needs of employers is exactly why he chose PTC. “I decided to come to Piedmont Tech for a better career choice,” he said. “I feel good about my decision, and I really like a lot of things about the program here—the smaller classes, and I love the instructors. They are serious about helping any time it is needed.”

Certified for Success
Price said that students leave the program prepared for nationally recognized certifications like CompTIA A+, CompTIA Network+, and the Microsoft certification programs.

“We really stress making sure that students are prepared for these credentials in our classes,” she said. Certification is important because it shows employers you have the right skills to do the job, regardless of the vendor of the hardware or software product, Price explains. “A degree and certification is really the starting point for a career in IT.”

Price goes on to add that earning a certification not only proves you have the right skills, but also the dedication and commitment to your career to continue learning.

The program is a good starting place for students right out of high school, and for those returning for more training.

Daubry Norman, a recent high school graduate says, “I find every single program, class and club helpful and interesting. After I finish this degree, I hope to go on to earn my bachelor’s in computer science and put my skills to work.”

Price also sees many people coming to PTC after earning a bachelor’s degree to learn a marketable skill. “That’s what it’s all about,” Price said. “A career. And we are doing everything possible to ensure that our students are prepared.”

A Variety of Concentrations:
The Computer Technology program offers four specific concentrations.
“We teach hands-on application here. When you go out into the work force, you’ve got to be able to do something—to apply what you’ve learned. Our graduates are ready for the job on day one.”

Internet
The Internet course work prepares students to become Web site designers and application developers. Students learn to use state-of-the-art technology in computer graphics and Web site design.

Network
The Network course work focuses on elective courses in administration of both Microsoft and UNIX-based operating systems. PC repair and wide area network courses are also examined. Students gain experience in Visual Basic and Internet programming as well as today’s popular desktop applications. “Networking is our most popular concentration,” Price said.

Programming
The Programming concentration in Computer Technology includes elective courses in Visual Basic, C++, JAVA and database platforms. Students will also gain knowledge in the use of computer operating systems, applications and network maintenance.

Information Technology
The Information Technology concentration is only offered in the evenings. This gives students who are currently working during the day the opportunity to study in the evenings. A wide range of courses allows students to understand all aspects of computer technology.

For people looking for quick training, two certificate programs are offered: an Advanced Web Development Certificate and the PC Technician Certificate. CF

When Emily Walden came to Piedmont Technical College, she was unsure at first what she wanted to do, but she had taken several computer classes while in high school and the course offerings in the Computer Technology program at PTC clicked with her. “I thought it would be something I could do, so I enrolled,” she said. “And I fell in love with it.”

Walden completed the Computer Technology program with a concentration in programming in August, earning her associate degree, and immediately returned to enroll in the Internet concentration program. She will complete her second associate degree in May and plans to pursue her bachelor’s degree.

“I’ve enjoyed every class I’ve taken,” she said. “When I started, I never thought I would be doing what I can do now as quickly as I did.”

As well as excelling in the program, Walden has also earned recognition. She is in one of the first groups of students to receive a scholarship through the HiTech Scholars Program. The scholarship awarded will average $700 per semester for tuition, allowing students to use other forms of financial aid for books and fees, and includes a “loan-to-own” laptop, meaning students may keep them after graduating from their programs.

“When I registered for my classes, I saw information on this scholarship,” she said. “When I found out I got it, I was very surprised and excited.”

The scholarship allowed Walden to apply some of her other financial aid awards to cover her books, greatly reducing her financial burden of attending. Plus, she was very excited about the computer. “It’s going to have every type of software that we could possibly need,” she said. “I really needed a new computer because mine is about to go, so this was a fantastic thing.”

Walden says coming to Piedmont Tech has been the perfect choice for her and she is attempting to convince her brother to do the same. “If you want to attend a four-year university, coming to Piedmont Tech first is a smart choice. You’re going to be better prepared for the change from high school, both academically and financially,” she said. CF
Assess Your Assets
Take time to know yourself before jumping on a career path

Wouldn’t it be wonderful to find a resource that could reveal your perfect career and describe how to achieve it? You have one—it’s you.

Unfortunately the noise of the expectations of others, a desire for big money or prestige, the allure of a sexy job title or the latest hot job trend can distract you from listening to who you are and what you want to do with your life.

Who are you?
Anthony Spadafore of Pathfinders, a Washington, D.C.-area career design consulting firm, and co-author of Now What? A Young Person’s Guide to Choosing the Perfect Career, says that often students parachute into college figuring they will determine their major and/or career goal along the way—an expensive, and often ultimately unproductive, tactic.

Donnie McGovern, director of The University of Cincinnati’s Exploratory Studies, agrees that young students overwhelmed with the task of making major educational and career decisions often don’t take the opportunity to understand what makes them tick and identify the jobs that can keep them ticking productively.

“Students often overlook the advantage of personality and vocational assessments available at the career counseling department at their local college or university,” says McGovern. “Those considering attending college, or making a career transition, can better understand their skills, abilities, personal qualities, values and interests, and be more effective in making decisions about their career goals and setting their educational path when aided by assessments.”

Do it now, or do it later
Spadafore estimates that by the time people reach mid-career, nearly 70 percent are in a job that isn’t in alignment with their talents or sense of purpose. Feeling trapped in the wrong profession, many people will choose to stay put and fake it, end up job hopping or go back to school without comprehending that the fix for their dissatisfaction is to use their innate talents rather than struggling to overcome their perceived weaknesses.

Spadafore’s personal experience made him a believer in the value of discerning strengths and interests through assessment. “I studied electrical engineering and was in the field for years, but kept falling down the ladder. After getting the results of my assessment, I learned that I was more fascinated by people than machines. The power of my experience made me passionate about helping others find their true niche instead of languishing in a mismatched career.

“The conventional wisdom that ‘you can do anything you want if you try hard enough’ is leading most people down the wrong road,” he says. “Each of us should be taught to understand what our real talents are, and then we can confidently pursue the right education for us—one that can bring long-term, sustainable fulfillment. This is where assessments can help.”

“Our underlying aptitudes and natural abilities remain steadfast throughout our lives, the same goes with our weak spots; they’ll always remain no matter how diligently we attempt to overcome them,” he says.

MBTI: You’ve got personality and preferences
The classic MBTI personality assessment can help you better understand your personality.

Go Online
Find out how PTC’s Counseling, Career Planning and Employment Service can help you assess your own career aptitudes:
http://www.ptc.edu/careerplanning
How Well Do You Know Yourself?

Career and personality assessments can reveal your true strengths.

Should you visit a career or counseling center for a personality assessment? The following quiz can help you decide. Select the answer that you most agree with:

1. I'll choose my career and course of study based on what my parents and friends suggest.
   - A. Yes, I trust their judgment. They know me best and that's what's good for me.
   - B. No, I think it makes sense to better understand my talents and what kind of work is most suited to me.

2. Successful people work harder to balance out their weaknesses.
   - A. No, the most successful people make use of their strengths rather than focusing on their weaknesses.
   - B. Yes, overcoming obstacles is a sign of a strong person.

3. The first two years of college are for figuring out my choice of a career and a major.
   - A. Yes, those first two years are best spent trying out all different kinds of classes and exploring as many careers as possible.
   - B. No, if I identify my inherent traits and interests before I go to college, I can focus on classes that are a good fit for my aptitudes.

4. The bigger the paycheck, the better the job.
   - A. No, the most successful people have a feeling of purpose and a sense of satisfaction in their work. They generally have a better quality of life and income as well.
   - B. Yes, getting paid is the only reason people work.

5. If you do what you love, you might be happy, but you'll probably be poor.
   - A. Yes, while there may be the occasional rock star or sports hero, most people have to put making a living first before following a dream.
   - B. No, there are thousands of well-paying careers that call for a variety of talents. Understanding my talents and preferences and opening myself up to exploring career options can lead me to work that pays well and also gives me satisfaction.

Answer Key
Give yourself one point for each correct answer.

1-B. McGovern says that many students mistakenly choose their major based on the well-meaning guidance of parents, peers, counselors and teachers who often set their recommendations on what they think is the best fit for the student, with little to no consideration of the student's ability or personality type.

Spadafore adds that it's important that people understand that talent is more than an innate ability for acting, music, art or athletics. "In reality, there are many kinds of talents—organizing, visualizing, spatial ability versus working with people—that can result in any number of satisfying careers."

2-A. The mistaken assumption is that our strengths will stand, so we should focus on overcoming our weaknesses. In fact, Gallup research shows that a high percentage of people choose over their weaknesses rather than their strengths. The reality is that the greatest leaders, and most people in general, do their best when playing to their innate talents.

3-B. Spadafore says he speaks to any number of parents who spend thousands of dollars on SAT tutoring and backup to get their children into the best colleges before they consider a personality assessment for their children. "It's sad how many people struggle in college or careers, not because of a lack of intelligence or effort, but because of a mismatch of their talents and traits."

4-A. The prevalent belief of many people that work is supposed to be bearable at best, and miserable at worst, keeps them in the shackles of unsatisfying, mind- and spirit-sapping jobs. While it's necessary to have a paycheck, isn't life supposed to be more than punching a clock and earning a check? Aren't you deserving of a career that offers you satisfaction and brings joy to your life?

5-B. McGovern notes, "If you major in something you love to study, or naturally graduate toward, you will typically find a way to make those skills transferable in the job market. In short, do what you love and the money will indeed follow."

Scoring

4-5 points: You've got a good understanding about how an assessment can give you the lead in your college studies and career. But you've already given yourself the advantage of an assessment.

2-3 points: Not bad, but why not equip yourself with a better understanding of the talents you have and the career that's right for you?

0-1 point: Run, don't walk, to a career counseling department and sign up for an assessment today. You deserve more than bugging through classes and a career that don't match your talents.
High-Tech Careers for Hands-On People:
PTC’s Mechatronics program teaches the skills employers need today

“There is, and there always will be, a demand for people with the right skill sets. What we’re seeing now is that a lot of manufacturers have openings they can’t fill due to a lack of trained people.”

Kevin Boiter would be the first person to tell you that people are still getting great jobs in manufacturing. As department head for Electro/Mechanical Technology at PTC, Boiter has watched his students get good, high-paying jobs even in the thick of the recession—sometimes doubling their salaries after graduation. “There is, and there always will be, a demand for people with the right skill sets,” he says. “What we’re seeing now is that a lot of manufacturers have openings they can’t fill due to a lack of trained people.”

Boiter says that trend is likely to increase in the coming years.

With major new industrial investments in Laurens County in the form of ZF Group, which is ultimately projected to bring 1,200 new jobs to the Upstate, substantial expansions in existing businesses like the Bridgestone facility in Aiken County, and huge projects like Boeing in the Lowcountry, the manufacturing sector in South Carolina is poised for major growth over the next decade.

For PTC graduates in Mechatronics and Industrial Electronics, that means opportunity.

A High Tech Career
Although most people still think of manufacturing as it was fifty years ago, many would be surprised at the level of technical knowledge required to work in a modern advanced manufacturing facility.

Increased production requirements have brought increased automation. “About 95 percent of a facility like the BMW plant is robotic,” said Boiter. Companies need skilled and talented people to troubleshoot and maintain the complex equipment that keeps them running smoothly. “You have to have people who know how to maintain and run robots—people with a very high-level skill set.”

Piedmont Technical College offers two Associate in Applied Science degree programs designed to meet the needs of those industries: Industrial Electronics and Mechatronics Technology.

Industrial Electronics Technology is a broad program designed to prepare graduates for employment in manufacturing, merchandising, testing, installing, monitoring, modifying and repairing electrical and electronic equipment systems. Mechatronics is an interdisciplinary field which combines elements of electronics, pneumatics, hydraulics, mechanics, IT, computers and robotics.

Incorporating both mechanics and electronics, mechatronics technicians take a more systems-based approach.

“Mechatronics technicians work with everything from software to hardware,” Boiter said. “They’ll understand and be able to maintain and repair everything from industrial computer systems and programmable logic controllers (PLC) to heavy mechanical systems.”

Real-World Instruction, Helpful Instructors
This kind of complexity can be intimidating for some people considering the program, but Boiter stresses that each concept is accompanied by hands-on application using the latest available technology.

Instructors in the Industrial Electronics and Mechatronics programs spend a great deal of time showing students how the components they’ve studied in class actually work in functioning machinery and circuits.

For students like Matthew Lee from Abbeville, this focus on practical application makes the difference. “I understand things better if I can get my hands on them, so the applied portion of the program is very helpful and interesting.”

Boiter says that the ideal student would be mechanically inclined.
The program started in the Upstate called TechReadySC, every aspect of the five Upstate technical colleges curriculum dealing with both manufacturing processes. Course work combines various skills to teach students a comprehensive approach to developing solutions for work-specific applications.

Students in the program come from a wide range of backgrounds. While some come straight out of high school, many, like John Clark of Ninety Six, are coming back for further training after spending years in industry. “I was a navy aviation mechanic, but I decided to further my education in industrial electronics,” said Clark. “For me, it’s been great that the instructors are there when you need them. The staff is friendly and very helpful. The tutoring center is great when you need extra help.”

For Clark, like many other students, it’s really about a career at the end of the day. “It is worth the investment in the future,” he said.

A Curriculum Designed in Collaboration with Industry
For these career-minded students, it’s good to know that the entire Mechatronics curriculum has been designed in partnership with the same industries many of them will work for after graduation.

“When Mechatronics is a new approach in the United States,” said Kevin Moore, Mechatronics Technology instructor, “it’s been a widely accepted career in Europe since the nineties. The program started in the Upstate when BMW asked us for a common curriculum dealing with both mechanical and electrical concepts.” Developed under a collaboration of the five Upstate technical colleges called TechReadySC, every aspect of the program has been put together in response to needs expressed by employers. The program meets industry standards as defined by BMW, Bosch, Fujifilm and Tyco, and students are trained on state-of-the-art mechatronics equipment from suppliers including Kuka Robot Group, Festo, US Learning Systems and Siemens.

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Alumni Profile
Valerie Fennell
Twice the Salary with a Two-Year Degree

After completing degrees in both Mechatronics and Industrial Electronics, Valerie Fennell says she’s found her niche—and she’s doubled her salary, as well.

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Students in the program come from a wide range of backgrounds. While some come straight out of high school, many, like John Clark of Ninety Six, are coming back for further training after spending years in industry. “I was a navy aviation mechanic, but I decided to further my education in industrial electronics,” said Clark. “For me, it’s been great that the instructors are there when you need them. The staff is friendly and very helpful. The tutoring center is great when you need extra help.”

For Clark, like many other students, it’s really about a career at the end of the day. “It is worth the investment in the future,” he said.

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Where do you want to go?

For many people, deciding on a career can feel like taking a journey without either a map or a destination. Eventually, with some advice and direction, a little exploration and maybe a dead end or two, you begin to get a sense of where you’d like to go and how to get there. Whether you’re just starting out or picking up a new career in mid-life, Piedmont Tech offers courses and services to help you find your path and get to your goal.

Good advice and good resources are the best road maps. PTC’s Counseling, Career Planning and Employment Services can help you explore your options and get started on a plan of action. Academic advisors too, can help you choose the right classes for your goal.

PTC’s 80+ certificate, diploma and degree programs are some of the best vehicles around for taking you to your career destinations. In a year or less a certificate can get you into a job, in two years an associate degree can move you a little farther along your career path, and transferring to a four-year college will take you even farther.

Map out your options by taking a look at the PTC A-Z listing below. And when you’re ready to start planning your career, visit www.ptc.edu to find out how to enroll in classes. Call the Admissions Office at (855) 682-7094 for answers to your questions.

PIEDMONT Technical College

UNIVERSITY TRANSFER PROGRAMS

If you’re headed toward a bachelor’s degree, we can help you get there. Piedmont Tech offers more than 80 courses that transfer to any public university or college in South Carolina, and hundreds of PTC students transfer credits earned at Piedmont Tech to universities throughout the state each year.

Associate in Arts
The Associate in Arts program prepares students for four-year baccalaureate majors in fields such as business, accounting, management, English, journalism, social work, education, music, psychology, history, pre-law, humanities, fine arts and social sciences.

Associate in Science
The Associate in Science degree stresses mathematics, as well as natural and physical sciences, and prepares students for four-year baccalaureate majors in those fields, plus engineering, pre-med, veterinary medicine, chiropractic and education.

General Studies Certificate
This certificate program provides an integrated option for students seeking an introduction to various academic disciplines.

Transfer Partnerships & Career Path Transfers
PTC has established specific transfer agreements with more than 15 colleges and universities, as well as specific career path transfers in areas such as business, criminal justice, engineering technology, education and many more. Talk to your advisor to decide which path is right for you.

For more information, visit www.ptc.edu/transfer.

PIEDMONT Technical College

AGRICULTURE

We all know that agriculture is an important part of South Carolina’s heritage. But did you know that agriculture-based businesses play a critical and expanding role in the growth of the state’s economy? In fact, agribusiness is one of the largest economic clusters in the state and a critically important part of the knowledge based economy.

Diversified Agriculture
Provides students with advanced technical knowledge in sustainable agriculture, field crop production, pest management, soil and water management, hydroponics and pneumatics, agriculture economics and marketing related to the agricultural industry.

A.A.S., Major in Diversified Agriculture
Basic Diversified Agriculture Certificate

Horticulture Technology
Students are prepared for supervisory, middle management and technical positions in horticulture, including landscape design, implementation and maintenance.

A.A.S., Major in Horticulture Technology
Horticulture Landscape Management Certificate
Agriculture Education Transfer Option to Clemson
Horticulture and/or Turfgrass Transfer Option to Clemson

South Carolina Median Salaries
Farmer - $32,300
Horticulturist - $35,600
Landscaping Supervisor - $39,000

PIEDMONT Technical College

BUSINESS & INFORMATION TECHNOLOGIES

If you’re a good communicator who enjoys solving problems, a career in business might be right for you. Computers have also become an indispensable part of everyday life. Majoring in Computer Technology at Piedmont Tech will give you the knowledge and skills you’ll need to get started in Information Technology and computer science.

Administrative Office Technology
Actual work experience and instruction in keyboarding, word processing, spreadsheet applications, transcription, office procedures, communication, accounting and more give graduates the ability to work independently and handle the details of office administration.

A.A.S., Major in Administrative Office Technology
Microcomputer Software Specialist Certificate
Office Technician Certificate

Business
Probably no other occupational area encompasses a more diverse range of activities than the business field.

A.A.S., Major in Business
Accounting Certificate
Entrepreneurship Certificate

South Carolina Median Salaries*
Accounting - $52,000
Administrative Office Technology - $28,200
Office Manager - $40,700
Network Administrator - $59,800
Funeral Director - $52,600

* As of 2010
Business & Information Technologies

Computer Technology
Students study computer maintenance, local and wide area networks and popular programming languages. Graduates are truly prepared to take their place in the Information Age.
A.A.S., Major in Computer Technology
Advanced Web Development Certificate
PC Technician Certificate

Commercial Art
If you have an artistic streak and you enjoy solving problems by thinking creatively and interacting with computers, you should consider a major in Commercial Art.
Advertising Design Certificate
Desktop Publishing Certificate
Digital Rendering and Gaming Development Certificate
Illustration Certificate
Photography Certificate

Funeral Service
This program provides the educational foundation needed to seek South Carolina licensure both as an embalmer and as a funeral director.
A.A.S., Major in Funeral Service
Funeral Service Education Certificate

Professional Pottery
Located in historic Edgefield County, the Professional Clay program is designed to offer a comprehensive education in the craft of pottery, and in the discipline of making a living doing what you love.
Advanced Professional Clay Certificate
Professional Clay Certificate

Engineering Technology

If you’re fascinated by technology and enjoy a hands-on approach to problem solving, Engineering Technology may be the right career path for you.

Electronic Engineering Technology
The graduate is skilled in the operation, troubleshooting, calibration and repair of electronic instruments and systems found in process control, communications, computers, manufacturing, programmable logic controllers and microprocessors.
A.A.S., Major in Electronic Engineering Technology

Engineering Graphics Technology
All phases of manufacturing or construction require the conversion of new ideas and design concepts into the basic line language of graphics.
A.A.S., Major in Engineering Graphics Technology

General Engineering Technology
Students will learn how computers and robotics are used in industry to operate automated manufacturing systems. They will also learn to program computers, robots, computerized numerical control (CNC) machines, programmable logic controllers and automated equipment.
A.A.S., Major in General Engineering Technology

Mechanical Engineering Technology
The Mechanical Engineering Technology curriculum equips the graduate for: performing a key role in the mechanical design process; installing, troubleshooting and repairing mechanical and electromechanical equipment; programming CNC machine tools, computers, programmable controllers and robots; and performing general maintenance functions.
A.A.S., Major in Mechanical Engineering Technology

Certificate Programs
Electrical Engineering Transfer
Mechanical Engineering Transfer

Industrial Technology

Students enrolled in any of the Industrial Technology curricula will gain practical experience and technical knowledge. Well-equipped labs, broad-based programs and hands-on opportunities make the difference in their futures.

Automotive Technology
Students are trained to perform quality maintenance, diagnosis and repair of complex modern vehicles.
A.A.S., Major in Automotive Technology
Automotive Fundamentals Certificate
Advanced Automotive Fundamentals Certificate

Building Construction Technology
Students gain practical training in estimating building costs, carpentry, cabinet making, residential wiring, blueprint reading, brick masonry, construction, building codes and safety.
A.A.S., Major in Building Construction Technology
Construction Management Certificate
Carpentry Certificate

Gunsmiting
Advanced Gunsmiting Certificate
Gunsmiting Certificate

Heating, Ventilation and Air Conditioning Technology
Students in this program are educated in the installation, maintenance and repair of air conditioning, refrigeration and heating systems.
A.A.S., Major in Heating, Ventilation & Air Conditioning Technology
Heating Fundamentals Certificate
Refrigeration Applications Certificate

Industrial Electronics Technology
Instruction covers DC and AC voltages; basic hydraulics; machine shop practice; motor control; and the generation, distribution and utilization of electrical power.
A.A.S., Major in Industrial Electronics Technology
Electronic Maintenance Technician Certificate

Machine Tool Technology
Students in this program get training and practical experience in machining operations used in the manufacturing industry. The graduate is skilled in the use of precision equipment and can make intricate parts.
A.A.S., Major in Machine Tool Technology
D.A.S., Major in Machine Tool
Computerized Numerical Control Certificate
Machine Tool Operator Certificate

Mechatronics Technology
Combining electronic, mechanical, robotics and information system technologies, this program provides the graduate with the skill set needed for today’s automated manufacturing facilities.
A.A.S., Major in Mechatronics Technology
Mechatronics Technology I Certificate
Mechatronics Technology II Certificate

Welding
Students learn to join metal by use of gas-fueled torches and electric arc processes.
D.A.S., Major in Welding
Journeyman Welding Certificate

Career Focus

South Carolina Median Salaries

<table>
<thead>
<tr>
<th>Field</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automotive Technician</td>
<td>$33,700</td>
</tr>
<tr>
<td>Carpenter</td>
<td>$32,500</td>
</tr>
<tr>
<td>HVAC Technician</td>
<td>$35,100</td>
</tr>
<tr>
<td>Electrical and Electronics</td>
<td>$49,000</td>
</tr>
<tr>
<td>Technician</td>
<td>$54,800</td>
</tr>
<tr>
<td>Mechanical Engineering</td>
<td>$46,700</td>
</tr>
<tr>
<td>Technician</td>
<td>$57,100</td>
</tr>
<tr>
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</tbody>
</table>
HEALTH SCIENCE & NURSING

South Carolina Median Salaries

Cardiovascular Technologist - $46,500
Licensed Practical Nurse (LPN) - $37,200
Massage Therapist - $34,200
Pharmacy Technician - $25,000
Radiologic Technologist - $47,800
Respiratory Therapist - $49,500
Registered Nurse (RN) - $57,200
Veterinary Technologist - $26,500

HEALTH SCIENCE & NURSING

Veterinary Technology

The veterinary technician works under the supervision of a licensed veterinarian. The specialized training received will allow the graduate to seek employment in such areas as clinical medicine, laboratory animal medicine, emergency medicine, pharmaceutical sales, food inspection and government agencies.

A.A.S., Major in Veterinary Technology

Health Science Transfer

Biotechnology Certificate

Health Science Transfer Certificate

PUBLIC SERVICE

South Carolina Median Salaries

Police Officer - $36,400
Corrections Officer - $29,700
Preschool or Daycare Director - $40,500
Preschool Teacher - $21,500
Human Services Assistant - $24,600

HEALTH SCIENCE & NURSING

Veterinary Technology

The veterinary technician works under the supervision of a licensed veterinarian. The specialized training received will allow the graduate to seek employment in such areas as clinical medicine, laboratory animal medicine, emergency medicine, pharmaceutical sales, food inspection and government agencies.

A.A.S., Major in Veterinary Technology

Health Science Transfer

Biotechnology Certificate

Health Science Transfer Certificate

PUBLIC SERVICE

Students interested in a career in Public Service may choose majors in Criminal Justice, Human Services or Early Care and Education.

Criminal Justice

This program is designed to prepare professionally-educated and competent criminal justice practitioners for careers within the criminal justice system.

A.A.S., Major in Criminal Justice

Early Care and Education

The Early Care and Education program offers a combination of classroom instruction and supervised, hands-on experience that prepares students for direct entry into the field of Early Care and Education.

A.A.S., Major in Early Care and Education

A.A.S., Major in Early Care and Education, Infant/Toddler Care Concentration

Early Childhood Development Certificate

Infant-Toddler Certificate

Human Services

The program prepares students to work in diverse settings such as group homes; correctional, mental retardation and mental health settings; family, child and youth service agencies; and programs concerned with alcoholism, drug abuse, family violence and aging.

A.A.S., Major in Human Services

OCCUPATIONAL TECHNOLOGY

The Occupational Technology degree is designed to provide students with an opportunity to upgrade diploma or certificate programs. The program is designed to be substantially individualized to meet the needs of employees who have or seek to have broad technical responsibilities.

General Technology

The major in General Technology requires that a student have completed or be in the last term of a diploma or certificate program of 28 hours. Students in the following programs, with general education courses and a secondary specialty, may earn an Associate in Applied Science with a major in General Technology: Advanced Agriculture, Advertising Design, Desktop Publishing, Horticulture Landscape Management, Illustration, Machine Tool, Mechatronics Technology I, Medical Assisting, Pharmacy Technology, Photography, Surgical Technology and Welding.

*Salary data is based on information from the South Carolina Employment Security Commission.

A.A.S. = Associate in Applied Science

D.A.S. = Diploma in Applied Science

Piedmont Technical College is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools (1866 Southern Lane, Decatur, Georgia 30033-4097; Telephone number (404) 679-4901) to award the associate degree and holds membership in the American Association of Community and Junior Colleges and in the American Technical Education Association. For a full list of accreditations, visit http://www.ptc.edu/about-ptc/accreditation.
Basket Weaving 101:
Basket weaving is one of the most prevalent crafts in the history of human civilization. Traces of baskets have been found in the Egyptian Pyramids and woven baskets have left impressions inside of ancient pottery. Baskets spread across the world as the explorers used them to trade goods. They have been used to carry almost anything imaginable: food, fabric, seeds, wood, and much more. These handy crafts have also been used to transport and store goods.

Over time, many basket weaving techniques have developed as individuals continued to create these practical items utilizing materials from their native land. In Piedmont Tech’s Basket Weaving 101 class, participants will learn basic basket weaving techniques while learning a little about the history of this ancient craft. Create your own baskets and take them home to enjoy for years to come!

Course Highlight

PTC Extended Travel Opportunities
Discover Croatia: Explore Croatia and Slovenia, a “must see” destination with medieval architecture, tranquil lakes and rolling hills. Experience Zagreb, Bled, Opatija, Plitvice Lakes National Park and other highlights of this fascinating destination.

Canada’s Atlantic Coast: This adventure takes you through an area of rugged, pristine beauty along Canada’s east coast. Visit such charming areas as Halifax, Peggy’s Cove, Prince Edward Island and Cavendish National Park.

Hawaiian Adventure: Say “Aloha” to the sun-drenched islands that are Hawaii. Following a traditional floral lei welcome, you will embark on a journey through the islands, with such highlights as Pearl Harbor, Waikiki Beach, Waimanalo Canyon and Kauai Coffee Company.

PTC Day Travel Opportunities

Gingerbread Houses at the Grove Park Inn: Tuesday, November 22, 2011
Get into the Christmas spirit as we travel to see all the festively decorated Gingerbread Houses on display at the Grove Park Inn in Asheville, NC. Enjoy a delicious lunch in the Blue Ridge Dining Room. Browse the shops and enjoy this beautiful and historic inn before heading back to Greenwood.

The Nutcracker at Fox Theatre in Atlanta: Saturday, December 10, 2011
Join us for an exciting day as we travel to Atlanta to see the most popular of all ballets, The Nutcracker, at the fabulous Fox Theatre. If you have not seen The Nutcracker on a big stage with a professional ballet company, this trip is a must! A delicious lunch will be enjoyed at Mary Mac’s Tea Room, just down the street from the Fox. Mary Mac’s Tea Room first opened its doors in 1945 and is the only tea room left in Atlanta today. Come and enjoy some “southern cookin” and a great afternoon at the theatre. We will leave Greenwood at 8:30 a.m. and return around 8 p.m.

Call (864) 941-8400 or visit www.ptc.edu/coned to register for any of the above courses.
In two years or less, PTC can train you in one of more than 80 fields that are hiring, or you can complete the first half of your bachelor’s degree close to home before heading to your destination school. All at the region’s lowest tuition.

Where do you want to go? Stop by one of our seven locations to get started today, or call us at (855) 682-7094.