Social Work majors focus on the organization of means that provide basic support for vulnerable populations. You will study social welfare policy, case work planning, and social counseling for child welfare, family services, probation, employment services and disabilities. Social Work focuses on helping others, changing damaging social conditions, and increase social well being. (DISCOVER, n.d.)

The Social Work program prepares students for entry-level positions in settings with any population. It is also the foundation for graduate level work. (Winona State University Social Work Department, 2010)

The National Association of Colleges and Employers (2011) reports that hiring for the Class of 2011 (all majors) nationally is up 5.9% with an average salary offer of $50,462. Hiring for the Midwest region is reported by The Collegiate Employment Research Institute (2010) as also increasing by 10% for Bachelor graduates with an average salary of $36,866, which is down from the past two years. The Midwest Colleges and Employers Association (2010) reports regional (12 state Midwest region) hiring is increasing by 9% with an average starting salary of $35,453 for all Bachelor degree recipients. The Midwest Colleges and Employers Association (2010) also reports all Liberal Arts majors regionally are expected to earn an average salary of $34,242 while The Collegiate Employment Research Institute (2010) reports Liberal Arts majors are expected to earn an average starting salary of $35,445. Nationally, Social Work majors are averaging salary offers of $31,397 (National Association of Colleges and Employers, 2011). Regionally, Social Work majors are averaging salary offers of $33,201 (Midwest Colleges and Employers Association, 2010). Social Work majors are seeing a decrease in hiring of 6% (The Collegiate Employment Research Institute, 2010).

### AREAS

<table>
<thead>
<tr>
<th></th>
<th>EMPLOYERS</th>
<th>PREPARATION</th>
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</thead>
</table>
| PUBLIC WELFARE | • Administration and Planning  
|     | • Case Management                | Public welfare is designed to provide services and support for poor, disabled, ill, elderly, or juvenile clients. |
|     | • Program Evaluation             | Volunteer at homeless shelters, soup kitchens, battered women homes, literacy programs, or other social service agencies to get experience. |
|     | • Policy Setting                 |                                                              |
|     | • Research                       |                                                              |
|     | • Public welfare agencies        |                                                              |
|     | • Private social service agencies|                                                              |
| CRIMINAL JUSTICE/CORRECTIONS | • Counseling/Therapy          | Social workers in corrections focus on rehabilitation of clients. |
|     | • Rehabilitation                 | Obtain experience by volunteering at a rehabilitation facility or victims program such as a rape crisis center. |
|     | • Probation                      |                                                              |
|     | • Parole                         |                                                              |
|     | • Youth Services                 |                                                              |
|     | • Victim Assistance              |                                                              |
|     | • Prisons and correctional facilities |                                                              |
|     | • Courts                         |                                                              |
|     | • Police departments             |                                                              |
|     | • Probation offices              |                                                              |
|     | • Victim services organizations  |                                                              |
| SCHOOL SOCIAL WORK | • Clinical Social Work    | School systems may employ social workers to help students cope with and resolve emotional, developmental, or educational difficulties. |
|     | • Pupil Personnel Services       |                                                              |
|     | • Student Advocacy               | Gain experience with children at daycare centers, camps, or Scouts. |
|     | • Instruction                    |                                                              |
|     | • Elementary and secondary schools |                                                              |
|     | • School districts               |                                                              |
|     | • Head start centers             |                                                              |
|     | • Early intervention programs    |                                                              |
| CHILD WELFARE | • Case Management                | School systems may employ social workers to help students cope with and resolve emotional, developmental, or educational difficulties. |
|     | • Public and private child welfare agencies |                                                              |
|     | • Adoption agencies              |                                                              |
## SOCIAL WORK
What can I do with this degree?

### AREAS
- Advocacy
- Intervention
- Foster care organizations
- Child daycare
- Gain experience with children at daycare centers, camps, or Scouts.

### EMPLOYERS
- Hospitals
- Nursing homes
- Senior centers
- Assisted living
- Hospice
- Gerontology involves working with older adults, healthy or ill, and their families.
- Get involved with programs or organizations designed for senior citizens.

### GERONTOLOGY
- Advocacy
- Intervention
- Counseling / Case Management
- Programming
- Public Policy
- Community mental health centers
- Psychiatric hospitals
- Residential and day treatment hospitals
- Employment assistance programs
- Schools
- Family service agencies
- Private practice
- Clinical social workers are found in a variety of settings that provide therapeutic counseling to clients.
- Master of Social Work (MSW) is required.

### CLINICAL
- Counseling
- Therapy
- Community mental health centers
- Psychiatric hospitals
- Residential and day treatment hospitals
- Employment assistance programs
- Schools
- Family service agencies
- Private practice
- Clinical social workers are found in a variety of settings that provide therapeutic counseling to clients.
- Master of Social Work (MSW) is required.

### ADMINISTRATION
- Management
- Policy Development
- Planning
- Family service agencies
- Child welfare departments
- Social service agencies
- State mental health departments
- Employee assistance programs
- Probation departments
- Public welfare agencies
- Public interest groups
- Local, state, and federal government
- Administrators are involved with planning, budgeting, public relations, marketing, supervising, operations management, fund raising, and other crucial responsibilities that keeps an organization functioning.
- Obtain an MSW and gain management experience.

### RESEARCH AND EDUCATION
- Research
- Teaching
- Colleges and universities
- Research institutes
- Local, state and federal government
- Advocacy organizations
- Research provides data and statistics important in program implementation and policy development.
- Doctor of Social Work (DSW) or Ph.D. usually required.

### OCCUPATIONAL
- Counseling
- Education
- Wellness Promotion
- Employee Assistance
- Organizational Development
- Human Resource
- Businesses
- Corporations
- Employee assistance programs
- Labor unions
- Occupational social workers help employees to be more productive and satisfied.
# Social Work

What can I do with this degree?

<table>
<thead>
<tr>
<th>AREAS</th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Developmental Disabilities</strong></td>
<td>- Community residential homes &lt;br&gt;  - State and local agencies &lt;br&gt;  - Medical facilities &lt;br&gt;  - Schools</td>
<td>❖ Social workers in this area help people with disabilities to adjust and to lead productive lives.  &lt;br&gt;❖ Volunteer at special needs camps, daycares, schools, or hospitals to gain experience.</td>
</tr>
<tr>
<td><strong>Health Care</strong></td>
<td>- Hospitals &lt;br&gt;  - Community health centers &lt;br&gt;  - Outpatient clinics &lt;br&gt;  - Public health programs &lt;br&gt;  - Health maintenance organizations (HMOs) &lt;br&gt;  - Nursing homes &lt;br&gt;  - Group homes &lt;br&gt;  - Hospice &lt;br&gt;  - Veterans Administration hospitals</td>
<td>❖ Social workers in health care facilitate medical and emotional treatment of patients.  &lt;br&gt;❖ Choose volunteer settings such as hospitals, the American Red Cross, or AIDS agencies to get experience.</td>
</tr>
<tr>
<td><strong>Community Organization</strong></td>
<td>- Advocacy organizations &lt;br&gt;  - Development corporations &lt;br&gt;  - Community centers &lt;br&gt;  - Local, state, and federal government &lt;br&gt;  - Associations</td>
<td>❖ Social workers in this area work with existing organizations to improve conditions for specific groups, enhance quality of living, and involve community members in the political process.  &lt;br&gt;❖ Get involved with grassroots causes and community agencies.</td>
</tr>
</tbody>
</table>
# SOCIAL WORK

What can I do with this degree?

## STRATEGIES

- Bachelor of Social Work (BSW) prepares individuals for entry-level direct practice.
- Master of Social Work (MSW) is necessary to provide therapy and for advancement to supervisory or administrative positions.
- Doctorate in Social Work (DSW) or Ph.D. usually required for positions in teaching, research, and administration. Desirable for some clinical positions and private practice.
- Complete a degree from a college or university program accredited by the Council on Social Work Education. Programs include practical field experience.
- Most states require licensure, certification, or registration.
- The field practicum is used to determine suitability for this profession and to provide exposure to various practice settings and clients.
- Candidates should possess empathy for others, an appreciation for diversity, and an interest in social change.
- Social workers serve a range of client systems (individuals, families, groups, communities) as they attempt to enhance social functioning.
- Social work is unique given its dual focus on the person and the environment.
- Note: Much of this information was adapted from Choices: Careers in Social Work by the National Association of Social Workers.

## LINKS

- Association of Oncology Social Work
- Association of Social Work Boards
- Geriatric Social Work Initiative
- Journal of Social Work Values & Ethics
- National Association of Social Workers
- Social Work Leadership Institute
- Social Work Search
- Social Work Today
- Social Workers – Bureau of Labor Statistics
- Social Workers Help Starts Here
- Society for Social Work and Research
- The New Social Worker Online
- The Social Work Cafe
- The Social Work Podcast
- Teacher – Postsecondary from the Occupational Outlook Handbook

Prepared by the Career Planning staff of Career Services at The University of Tennessee, Knoxville. (2005)

The following is a representative sample of types of job positions relating to social work (not all possible options are listed):

### Social Worker

This field is growing annually at a moderate rate of 1.7% (Economic Research Institute, 2010). Nationally there are 611,600 positions including 10,380 in Minnesota (United States Department of Labor, 2009). The annual salary averages $52,000 nationally and averages $55,000 in Minnesota. Starting salaries average $36,500 nationally and average $38,500 in Minnesota. A Bachelor’s degree is required (DISCOVER, n.d.). A Master’s degree is required for most health and school settings and clinical work.

### Volunteer Coordinator

This position is growing annually at a moderate rate of 1.4% (Economic Research Institute, 2010). Nationwide there are 113,800 positions averaging an annual salary of $68,000 (United States Department of Labor, 2009). In Minnesota there are 2,480 positions averaging an annual salary of $71,500. Starting salaries average $54,000 nationally and average $57,000 in Minnesota. Most positions hold Bachelor degrees (DISCOVER, n.d.).
SOCIAL WORK
What can I do with this degree?

Counselor (Rehabilitation)
Rehabilitation counselors are expected to grow annually at a moderate rate of 1.9% (Economic Research Institute, 2010). Nationally there are 112,700 jobs and 1,740 in Minnesota (United States Department of Labor, 2009). The national annual salary averages $38,000 and the annual salary in Minnesota averages $40,000. Starting annual salaries average $31,500 nationally and average $33,000 in Minnesota. A Master’s degree is typically required (DISCOVER, n.d.).

Parole Officer
Officers in this field are growing annually at a moderate rate of 1.9% (Economic Research Institute, 2010). Nationally there are 92,900 positions averaging an annual salary of $52,000 (United States Department of Labor, 2009). In Minnesota there are 1,460 positions averaging an annual salary of $55,000. Starting salaries average $36,500 nationally and average $38,500 in Minnesota. A Bachelor’s degree is required with some requiring Master’s degrees (DISCOVER, n.d.).

Counselor (Substance Abuse)
Substance abuse and behavioral disorder counselors are expected to grow annually at a rapid rate of 2.1% (Economic Research Institute, 2010). Currently there are 78,500 employed at the national level and 1,750 within the state of Minnesota (United States Department of Labor, 2009). The national annual salary for substance abuse and behavior disorder counselors is $45,500 and within the state of Minnesota $47,500 on average. Starting salaries average $32,000 nationally and average $33,500 in Minnesota. A Master’s degree is typically required (DISCOVER, n.d.).

Human Services Worker
This field is growing annually at a rapid rate of 2.3% (Economic Research Institute, 2010). Nationally there are 344,000 positions employed including 18,750 positions in Minnesota (United States Department of Labor, 2009). The annual salary averages $32,500 nationally and averages $34,000 in Minnesota. Starting annual salaries average $26,500 nationally and average $28,000 in Minnesota. Some employers prefer a Bachelor’s degree (DISCOVER, n.d.).

Welfare Eligibility Worker
This field is growing annually at a moderate rate of 0.9% (Economic Research Institute, 2010). There are 110,900 positions nationally averaging an annual salary of $40,000 (United States Department of Labor, 2009). In Minnesota there are 2,660 employed positions averaging an annual salary of $42,000. Starting salaries average $23,000 nationally and average $24,000 in Minnesota. Educational requirements vary from a high school diploma to Bachelor’s degree (DISCOVER, n.d.).

Director (Social Services)
This career is growing annually at a moderately of 1.4% (Economic Research Institute, 2010). There are 113,800 positions nationwide including 2,480 in Minnesota (United States Department of Labor, 2009). Nationally the annual salary averages $76,000 and averages $80,000 in Minnesota. Starting salaries average $59,000 nationally and average $62,000 in Minnesota. At least a Master’s degree is required, with some positions requiring a Doctoral degree (DISCOVER, n.d.).

For additional information please visit the websites below:

- Career One Stop: http://www.careeronestop.org/
- O*Net Online: http://www.onetonline.org/
