



# BEYOND THE DOCKS:

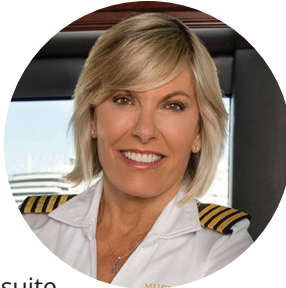
## Diving into Career Opportunities

### Dear Educator,

Prepare to embark on an exciting journey into the world of marine careers! Captain Sandy's Charities, in collaboration with the State of Florida and the curriculum specialists at Young Minds Inspired, has created this new addition to its suite of classroom activities and resources that introduce students to the diverse job opportunities available in the marine industry. The program's language arts and hands-on STEM activities encourage analytical thinking, teamwork, and cooperation — skills everyone needs to succeed in any field.

We hope that you enjoy this program and will share it with other teachers. And please tell us what you think at [ymiclassroom.com/feedback-stsdocks](https://ymiclassroom.com/feedback-stsdocks). We look forward to receiving your comments.

Sincerely,  
Dr. Dominic Kinsley  
Editor in Chief  
Young Minds Inspired



### Concepts & Skills

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| <ul style="list-style-type: none"><li>• Explore marine careers</li><li>• Career preparedness and planning</li><li>• Analytical thinking</li><li>• Teamwork</li></ul> | <ul style="list-style-type: none"><li>• Geography</li><li>• Communication</li><li>• Problem Solving</li><li>• Measurements</li></ul> |
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### How to Use This Guide

1. Make photocopies of each activity sheet.
2. Display the poster in your classroom to generate interest in marine careers.
3. Use the information in this teacher's guide to present each activity. Review the answers and invite students to share their learnings.
4. Introduce lessons from the additional *Steering Toward Success* teaching kits to enrich learning about career opportunities.

### ACTIVITY 1: Pitch the Perfect Yacht

To introduce this activity, explain to students that the marine industry is more than just sailing — it also includes communication, marketing, and meeting the needs of diverse clients. Yacht brokers and sales professionals must know the technical details of their vessels, plus understand their clients' needs and how to present a vessel as the perfect match. Students will practice their research, presentation, and communication skills in this activity.

**Part 1:** Distribute the activity sheet and ask students to think about the different types of clients listed on the chart and why they might be buying a yacht — for example, a family might be looking for a safe way to vacation while a corporate group might need space onboard to work and entertain clients. Have students work in teams to complete the chart.

**Parts 2 & 3:** Ask students: *How might sales professionals tailor their pitch to address each client's needs?* Have each group choose a client, research yachts, and create a one-page sales brochure, including the boat's attributes and details that will appeal to their selected client or target audience. Once done, have each group share its presentation with the class.

### Target Audience

Middle and high school students

### Program Components

This poster guide includes:

- This teacher's guide
- Four reproducible student activities
- A classroom poster
- A reply card for your comments

Visit [ymiclassroom.com/stsdocks](https://ymiclassroom.com/stsdocks) for:

- Teaching kits on yachting, ocean protection, and land-based marine careers
- Career resource handouts
- A Florida standards chart
- A feedback form



## ACTIVITY 2: Maritime World Tour

Explain to students that the marine industry offers a variety of careers and employment all over the world — opportunities on and around the water connect people across cultures and continents.

**Part 1:** Distribute the activity sheet and have a class discussion about the jobs listed on the chart and the poster. Encourage students to think about how each career might look different in other countries. Ask students: *Which careers do you think are most common worldwide? Which jobs could you imagine yourself doing at home or in another country?*

**Part 2:** Working with a partner, have students answer the questions listed. Encourage them to dig deeper into career opportunities and to use reliable sources such as government career websites, port authority websites, or international marine organization websites to research their chosen career path. Once students have finished exploring the questions and careers, have them share their responses.

## ACTIVITY 3: Nautical Skills: The Knot Factor

Explain to students the importance of practical, hands-on knowledge for success in the marine industry. For example, tying knots is a universal skill needed for roles on the dock and at sea.

**Parts 1 & 2:** Distribute the activity sheet, rope or string, as well as rods and rope horns (cleats). Watch the knot tying demonstration videos as a class or in small groups. Then have students work in teams to take turns tying each knot. Remind them that in boating, knots must hold under pressure but also release quickly when needed. Have students complete the matching exercise and then discuss why each knot is best suited for the task. **Answers:** 1. Cleat hitch; 2. Ashley stopper; 3. Bowline; 4. Figure 8

To reinforce these skills and teamwork, host a knot-tying relay race. Have students work in teams of four. Each team member is responsible for tying one of the four knots that you assign to all groups. Once done tying their knot, the student passes the tied rope to the next team member who has to untie the prior knot before tying the next knot. To complete the race, the first team member must untie the last team member's knot. The first team to successfully tie and untie all four knots wins.

## ACTIVITY 4: Nautical Skills: Dock Like a Pro

Explain to students that they are going to learn how math, estimation, and teamwork come together in maritime operations. Ask students: *Why is teamwork so important when docking a vessel? What challenges might a crew face when trying to dock in rough weather or tight spaces?*

**Part 1:** Distribute the activity sheet. Review how to convert feet and yards to meters and have students complete the calculations. **Answers:** (Approximations) 1. 9 meters; 2. 10.8 meters; 3. 22.5 meters; 4. 45 meters

**Part 2:** Ask students to make rough distance estimates around the classroom using meters. Then have them measure the distances to compare their estimates to the actual measurements.

**Part 3:** Set up a docking course outdoors or in a cleared space in your classroom using cones, tape, or paper markers. Create a “dock” with tape, as well as potential “obstacles” made with tape markings. Divide students into small teams. In each round:

- One student is the Captain and must keep their eyes closed.
- The other students act as deckhands, calling out distances in meters, directional terms, and angles to guide the Captain carefully and accurately through the course. To simplify, have students call out the number of steps the Captain must take rather than meters.
- The goal is to stop as close to the “dock line” as possible without crossing it.

**Scoring:** Award points based on accuracy (for example: 5 points within 0–1 meter, 3 points within 1–3 meters, 1 point within 3–5 meters).

After completing the challenge, have students reflect as a group. Ask: *What strategies worked best for teamwork? Which skill (math, teamwork, or observation) was most important?*



Visit [ymiclassroom.com/marinecareers](https://www.ymiclassroom.com/marinecareers) for resources on yachting, ocean protection, and land-based marine careers, including:

- **Additional Lessons:** These activities help students identify various roles and potential job opportunities on yachts and other vessels, try out some yachting lingo, plan an ecotour, and discover how they might pursue a career in the marine industry.
- **Interactive Digital Magazine:** Includes interviews with Captain Sandy Yawn and others in the yachting industry that take students behind-the-scenes to find out what it's like to be part of a crew.
- **Interactive Quiz:** Challenge students to see if their marine knowledge is ship-shape with this fun quiz!

Get a behind-the-scenes look at careers in the maritime industry with Captain Sandy and industry professionals in the **Beyond the Docks** video series at [www.youtube.com/@CaptainSandysCharities](https://www.youtube.com/@CaptainSandysCharities).



Questions? Contact YMI toll-free at 1-800-859-8005 or by email at [feedback@ymiclassroom.com](mailto:feedback@ymiclassroom.com).

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# Pitch the Perfect Yacht

**Welcome aboard, junior yacht brokers!** Yachts are marketed to buyers based on their needs, lifestyle, and interests. Your job is to think like a yacht sales professional and create a perfect match for a client: *What makes this yacht special, and how will you convince your buyer that it's the right fit for them?*

## PART 1: Get to Know Your Clients

Fill in the chart below by brainstorming some of the unique needs of different yacht buyers. Think about what each client values most and what features would make a boat perfect for them.



Client	What they're looking for
Family	
Eco-Tourist	
Corporate Group	
Adventure Traveler	

## PART 2: Know Your Yachts



Time to get creative! Working with your teammates, choose a client from the chart. Then create a one-page brochure for a yacht that perfectly meets their needs. Make sure to include the following details:

- Yacht name
- Type of yacht (motor yacht, catamaran, etc.)
- Size and key specifications (speed, number of cabins, etc.)
- Amenities your client will love (work and dining spaces, water toys, etc.)

Here are a few helpful links to get you started on your research:

- Yacht Life: Comparing Yachts: [yachtlife.com/lifestyle/inspirations](http://yachtlife.com/lifestyle/inspirations) (See the 5.14.24 post "Comparing Yachts: What to Know About the Size and Style of Your Yacht")
- Motor Yachting vs. Sailing Yachting: [oceanindependence.com/articles/motor-yacht-vs-sailing-yacht](http://oceanindependence.com/articles/motor-yacht-vs-sailing-yacht)
- IYC Yacht Types: <https://iyc.com/yacht-types>

## PART 3: Make Your Pitch

Work with your team to create a short sales pitch to present in class. Be ready to:

- Introduce your yacht and highlight its features
- Explain why it is perfect for your client



Learn more about marine careers, including yacht sales, with Captain Sandy and the **Beyond the Docks** video series at [www.youtube.com/@CaptainSandysCharities](http://www.youtube.com/@CaptainSandysCharities).



Captain Sandy's Charities



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# Maritime World Tour

**Pack your bags, global explorers!** Marine careers connect people and industries all over the world. From working on the harbors in Florida to selling luxury yachts in the Mediterranean to designing high-tech ships in Asia, opportunities on and around the water stretch across every continent.



## PART 1: Global Marine Guide

Check out the chart below for diverse examples of marine careers.

Career	What they do	Where they work
Yacht Broker	Sells yachts to clients, matching vessels to buyer needs	Luxury tourism hubs like the Mediterranean, Caribbean, and South Florida
Marine Engineer	Designs, builds, and maintains ship systems	Shipbuilding nations like South Korea and China, and major ports like Singapore
Ecotourism Guide	Leads sustainable marine tours for visitors	Countries with coral reefs and marine parks such as Australia, Costa Rica, and the Philippines
Ship Captain	Commands a vessel, navigates safely, and manages the crew	Strong shipping nations like Greece and Japan, and cruise hubs like Miami
Port Logistics Manager	Oversees shipping, cargo handling, and dock operations	Large ports such as Rotterdam, Shanghai, and Singapore

## PART 2: Career Opportunities

The marine industry looks different depending on where you are in the world. Choose one career from the chart above and answer the questions below on the back of this sheet. Research the role to learn more about the job requirements and opportunities.



1. Why did you choose this career, and where could it take you?
2. What training or skills do you think are most important for this career?
3. What challenges might someone face in this career?
4. How could this career give you chances to travel or meet people from diverse cultures?
5. What opportunities might exist to move up or advance in this career over time?



Learn more about **marine careers** with Captain Sandy and the **Beyond the Docks** video series at [www.youtube.com/@CaptainSandysCharities](https://www.youtube.com/@CaptainSandysCharities).



Captain Sandy's Charities



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**Learning how to tie knots correctly** — and knowing when to use them — is essential to safety and efficiency at sea and on the docks. It's a universal maritime skill used by sailors, fishermen, dockworkers, rescue teams, and more. Are you ready to get hands-on and learn the ropes of knot tying?

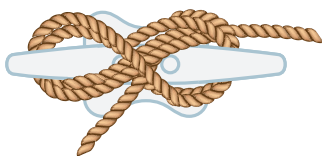
## PART 1: Knots 101

Watch the video tutorials below for step-by-step instructions for four knots. Then, working with your group, use rope or string to practice tying each knot. Check your technique and make sure the knot is secure.



**Bowline knot**

[animatedknots.com/  
bowline-knot](http://animatedknots.com/bowline-knot)



**Cleat hitch**

[animatedknots.com/  
cleat-hitch-knot-dock-line](http://animatedknots.com/cleat-hitch-knot-dock-line)



**Ashley stopper knot**

[animatedknots.com/  
ashley-stopper-knot](http://animatedknots.com/ashley-stopper-knot)



**Figure 8 knot**

[animatedknots.com/  
figure-8-knot](http://animatedknots.com/figure-8-knot)

## PART 2: Match the Knot to the Job

While most crew members are trained to use all basic knots, some knots are especially important for certain tasks or jobs. Match each job to the knot that's best for the task. Fill in each blank with one of the four knots above: Bowline, Cleat hitch, Ashley stopper, Figure 8.

1. Secure a boat to a dock




2. Create a heavy-duty stopper at rope end




3. Tie down cargo so it stays in place




4. Keep rope from slipping





## Meet the Knot Crew!

Check out a few of the roles that require knot knowledge.

- **Bosun:** Responsible for cleanliness and maintenance of the boat, line handling, water sports, navigation, tender driving, and safety; supervises deckhands
- **Harbormaster/dockmaster:** Oversees the administration of the harbor; manages the movement of vessels in and out of a harbor
- **Deckhand:** Supports the bosun in keeping the deck clean, safe, and attractive
- **Dock helper:** Works on shore to help captains and deck teams dock boats



Learn more about **marine careers**, including harborside roles, with Captain Sandy and the **Beyond the Docks** video series at [www.youtube.com/@CaptainSandysCharities](http://www.youtube.com/@CaptainSandysCharities).



Captain Sandy's Charities



**Docking a boat takes teamwork, communication, and sharp observation.** On vessels, deckhands call out distances to the captain, guiding the boat safely to shore. To succeed, crews need strong math and estimation skills as well as the ability to work together under pressure.

## PART 1: Practice Your Conversions

Before you can guide a boat to the dock, you need to understand distance. Convert the measurements below. Approximations: 1 foot = 0.3 meters; 1 yard = 0.9 meters

1. 30 feet = \_\_\_\_\_ meters
2. 12 yards = \_\_\_\_\_ meters
3. 75 feet = \_\_\_\_\_ meters
4. 50 yards = \_\_\_\_\_ meters



## PART 2: Estimate the Difference

Look around your classroom and estimate the distance between the following items. Then use a tape measure to determine the actual distance.

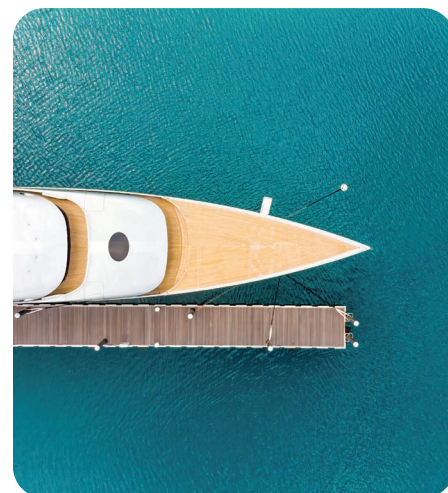
Distance between...	Estimate in meters	Actual distance in meters
The teacher's desk and the door		
One wall to another wall		
Two chairs placed apart		

## PART 3: Docking Challenge

It's time to put your skills to the test. Your teacher will set up a course with tape markings or cones. Work in teams:

1. Pick a Captain and deckhands.
2. The Captain keeps their eyes closed while deckhands guide them carefully by calling out distances or number of steps (e.g., "3 meters/steps to the line") and direction to move.
3. The goal is to get the Captain to stop as close as possible to the "dock line" without crossing it.

Reflect on your team's performance: *How close did you get to the dock line, what helped you work together, and which skill (math, teamwork, or observation) mattered most?*



Learn more about **marine careers** with Captain Sandy and the **Beyond the Docks** video series at [www.youtube.com/@CaptainSandysCharities](http://www.youtube.com/@CaptainSandysCharities).



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