

A Correlation:
OHIO
Academic Standards and
Junior Achievement
Middle School Programs



Updated September 2023

[Ohio Learning Standards for Financial Literacy](#)

[Ohio Career Connections Framework](#)

[Ohio Learning Standards for Social Studies](#)

Junior Achievement USA

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Overview

Junior Achievement programs offer a multidisciplinary approach that connects learning across social studies disciplines, such as economics, geography, history, government, and civics, while incorporating mathematical concepts and reasoning and language arts skills. This list is not meant to be exhaustive or intended to suggest that a JA program will completely address any given standard but is designed to show how it can enhance or complement efforts to do so. The flexibility of the programs and supplementary materials allow specific content or skills to be addressed in depth by the teacher and/or business volunteer as needed.

In this document, Junior Achievement programs are correlated to the Ohio Social Studies and Financial Literacy Standards, the Framework for Career Connections, and the Common Core State Standards in English/ Language Arts and Mathematics. Alternate delivery methods, such as student self-guided, cover the same learning objectives for social studies standards and the JA Pathway Competencies. However, the varied implementation models may cause slight variation in English Language Arts and Mathematics correlations.

JA Middle Grades Classroom Learning Experiences

[JA Economics for Success](#)[®] introduces middle school students to initial work and career readiness and personal finance concepts through flexible facilitation materials and engaging interactive activities, games, and role plays that support learning objectives.

[JA Global Marketplace](#)[®] introduces students to the global marketplace and the ways in which countries buy and sell from each other. Through completion of this program, students will gain an understanding of the role of producers and consumers in the interconnected global market.

[JA It's My Business!](#)[®] provides middle school students an opportunity to experience the initial steps necessary to start a business. New program content provides an authentic entrepreneurial experience for students, with each session building up to a product-pitch competition

[JA It's My Future](#)[®] offers middle school students' practical information to help prepare them for the working world. Students develop the personal-branding and job-hunting skills needed to earn a job.

[JA Inspire](#)[®] **Entry** event (in-person, virtual, or both) provides students a powerful way to learn about real-world career opportunities and their local economy by bringing together the business community and local schools. (Grades 6-8)

[JA Career Exploration Fair](#)[®] is an event where students learn about a range of career options across multiple career clusters. (Grades K-12)

[JA Career Speakers Series](#)[™] In JA Career Speakers Series, a volunteer guest speaker visits the classroom and shares information about his or her career, work, and education experience. (Grades K-12)

[JA Excellence through Ethics](#)[®] introduces students to the importance of ethics and ethical decision-making and how ethical and unethical choices affect everyone in a community. (Grades 6-12)

[JA It's My Job](#)[®] (Soft Skills) will help students understand the value of professional communication and soft skills, making them more employable to future employers across multiple career clusters. (Grades 6-12)

[JA Company Program](#)[®] **Pop Up** teaches students how to plan, launch, and operate their own business venture within a structured, guided experience. Throughout the start-up process, students collaborate, make crucial business decisions, practice communication skills, and develop entrepreneurial knowledge and skills. (Grades 6-12)

JA Economics for Success

Session Descriptions	Social Studies (Economics) Standards	Instructional Standards	Common Core ELA
<p>My Career Exploration</p> <p>Students explore the 16 career clusters and identify the clusters they find interesting. They learn that early career planning results in more choices and opportunities for success in a career that matches their interests, skills, and values.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize the career clusters and their related careers. Apply values, skills, and interests to the career clusters. 	<p>Economic Decision Making and Skills</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Career Connections</p> <p>Students explore their career interests through embedded activities</p>	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 7</p> <p>Writing</p> <p>W.4, W.7, W.8</p> <p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4</p> <p>Language</p> <p>L 1 L3 L4 L6</p>
<p>Getting to Know Me</p> <p>Students better understand their own values, skills, and interests, as well as the importance of applying self-knowledge to future choices. Students use their self-knowledge to develop a word-based personal brand.</p> <p>Students will:</p> <ul style="list-style-type: none"> Apply self-knowledge to identify personal values, skills, and interests; set priorities; and make decisions. Discuss the importance of a personal brand statement. Recognize that self-knowledge is needed to work effectively with others. 	<p>NA</p>	<p>Career Connections</p> <ul style="list-style-type: none"> Students explore their career interests through embedded activities. Students start plans for their future with career information and postsecondary education data. 	<p>Reading for Informational Text</p> <p>RI 2 RI 4</p> <p>Writing</p> <p>W.4, W.5</p> <p>Speaking and Listening</p> <p>SL 1 SL 6</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p>
<p>My Career Goals</p> <p>Students recognize that the choices they make will affect their education, career, and financial security. Students learn the value of self-efficacy in achieving their goals.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize the connections between your choices and your education, personal finances, and career paths. Create short- and long-term goals. Identify character traits that can help you overcome obstacles 	<p>NA</p>	<p>Career Connections</p> <ul style="list-style-type: none"> Students explore their career interests through embedded activities. Students start plans for their future with career information and postsecondary education data. 	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 4</p> <p>Writing</p> <p>W.4</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p>

JA Economics for Success

Session Descriptions	Social Studies (Economics) Standards	Instructional Standards	Common Core ELA
<p>My Transferable Skills</p> <p>Students recognize that skills they learn now will be useful in both their personal life and their future career. They learn about the digital skills needed to work remotely.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize appropriate skills for the workplace. Identify transferable skills and their importance. Recognize the importance of having digital skills and using professional digital tools and programs. 	NA	<p>Career Connections</p> <ul style="list-style-type: none"> Students start plans for their future with career information and postsecondary education data. 	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 4</p> <p>Writing</p> <p>W.4, W.6</p> <p>Speaking and Listening</p> <p>SL.1, SL.2, SL.4</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p>
<p>My Income and Expenses</p> <p>Students explore the importance of earning enough income to pay for expenses, including savings and common deductions. Students learn how to read a paycheck stub and explore the Pay Yourself First strategy. They also practice solving income and expenses-related problems with positive solutions.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize that workers should not expect to keep all the money they earn. Recognize problem solving as a challenge and not an obstacle. Explore career-based solutions for income planning. Reflect on the personal impact of saving money. 	NA	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <ol style="list-style-type: none"> Financial responsibility entails being accountable for managing money to satisfy one’s current and future economic choices. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability. Income sources include job earnings and benefits, entrepreneurship, saving and investment earnings, government payments, grants, inheritances, etc. Workers can experience dramatic income dips and spikes from month to month. Taxes, retirement, insurance, employment benefits, and both voluntary and involuntary deductions impact take-home pay. <p>Planning and Money Management</p> <ol style="list-style-type: none"> Financial responsibility includes the development of a spending and savings plan (personal budget). Planning for and paying local, state and federal taxes is a financial responsibility. 	<p>Reading for Informational Text</p> <p>RI.1,RI.2,RI.4,RI.7</p> <p>Writing</p> <p>W.4, W.6</p> <p>Speaking and Listening</p> <p>SL 1 SL 3</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p> <p>Math Practices</p> <p>1-7</p>

JA Economics for Success

Session Descriptions	Social Studies (Economics) Standards	Instructional Standards	Common Core ELA
<p>Planning for My Future Income Students explore the role work plays in living independently. They gain financial knowledge about the costs of living on their own. They consider the role of career choices and the costs of goods and services.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express the financial considerations of possibly living independently and the importance of choosing work that can earn enough to pay for expenses. (WCR) Examine the true costs of goods and services. (FL) 	<p>Social Studies (Economics) Financial Literacy 16. When selecting items to buy, individuals can weigh costs and benefits and compare the price and quality of available goods and services. (6)</p>	<p>Financial Literacy Financial Responsibility and Decision Making 1. Financial responsibility entails being accountable for managing money to satisfy one’s current and future economic choices. 2. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences. 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability. Informed Consumer 10. An informed consumer makes decisions on purchases that may include a decision-making strategy to determine if purchases are within their budget.</p>	<p>Reading for Informational Text RI.4 RI.7 Writing W.4, W.7 W.8 Speaking and Listening SL.1 SL.2, SL.4 SL.6 Language L.1 L.2 L.3 L.4 L.6</p>
<p>Managing My Money Students recognize the importance of managing money. They learn how to keep a budget and make decisions about spending.</p> <p>Students will:</p> <ul style="list-style-type: none"> Define a budget and its importance. Express the need to say “no” to some short-term spending to save for more important items in the future and to plan for emergencies. Practice budgeting skills using income that can be earned while still in school. 	<p>Economic Decision Making and Skills 12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6) 24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Financial Literacy Financial Responsibility and Decision Making 1. Financial responsibility entails being accountable for managing money to satisfy one’s current and future economic choices. Planning and Money Management 6. Financial responsibility includes the development of a spending and savings plan (personal budget).</p>	<p>Reading for Informational Text RI.1, RI.2, RI.4, RI.7 Speaking and Listening SL.1 SL.2 SL.4 SL.6 Language L.1 L.3 L.4 L.6 Math Practices 1-7</p>

JA Economics for Success

Session Descriptions	Social Studies (Economics) Standards	Instructional Standards	Common Core ELA
<p>Paying for My Wants and Needs</p> <p>Students learn to make better choices related to credit. They learn about different ways of paying for goods and services, and the advantages and drawbacks of each.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe ways to pay for everyday goods and services. Identify the differences between debit (paying now) and credit (paying in the future, plus interest). 	<p>Economic Decision Making and Skills</p> <p>12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Financial Literacy Credit and Debt</p> <p>18. Credit is a contractual agreement in which a borrower receives something of value now and agrees to repay to lender at some later date.</p> <p>19. Debt is an obligation owed by one party to a second party.</p> <p>20. Effectively balancing credit and debt helps one achieve some short and long-term goals.</p>	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL.2, SL.4S</p> <p>Language</p> <p>L 1 L3 L4 L6</p> <p>Math Practices</p> <p>1-7</p>
<p>My Credit and Spending</p> <p>Students prepare to use credit. They learn about healthy spending habits and the importance of building a good credit score.</p> <p>Students will:</p> <ul style="list-style-type: none"> Explain who looks at your credit report and why. Describe how financial decisions can improve a credit report. Identify spending habits that are financially responsible. 	<p>Economic Decision Making and Skills</p> <p>12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Financial Literacy Credit and Debt</p> <p>18. Credit is a contractual agreement in which a borrower receives something of value now and agrees to repay to lender at some later date.</p> <p>19. Debt is an obligation owed by one party to a second party.</p> <p>20. Effectively balancing credit and debt helps one achieve some short and long-term goals.</p> <p>21. Financial documents and contractual obligations inform the consumer and define the terms and conditions of establishing credit and incurring debt.</p>	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 4 RI 7</p> <p>Writing</p> <p>W.4, W.6</p> <p>Speaking and Listening</p> <p>SL 1 SL.2 SL.4 SL 6</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p> <p>Math Practices</p> <p>1-7</p>
<p>My Ride on the Financial Roller Coaster</p> <p>Students understand risk and methods for handling it. They make decisions about scenarios involving risk.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe examples of how to use personal responsibility to address risk. Recognize that insurance is a way to transfer the risk of loss. Identify the opportunity cost in different spending decisions. 	<p>Economic Decision Making and Skills</p> <p>12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Financial Literacy Informed Consumer</p> <p>11. Consumer advocates, organizations and regulations provide important information and help protect against potential consumer fraud.</p> <p>13. Consumer protections laws help safeguard individuals from fraud and potential loss.</p> <p>Risk Management and Insurance</p> <p>23. Safeguards exist that help protect one's identity, money and property.</p>	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 4 RI 7</p> <p>Writing</p> <p>W.4, W.6</p> <p>Speaking and Listening</p> <p>SL 1 SL.2 SL.4 SL 6</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p> <p>Math Practices</p> <p>1-7</p>

JA Global Marketplace

JA Global Marketplace

Session Details	Social Studies (Economics) Standards	Common Core Standards
<p>Session One: Business and Customer</p> <p>Students learn about the relationship between businesses, their customers, and the mutually beneficial exchange of products and services.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify what a business gains from an exchange with a customer ▪ Identify what a customer gains from an exchange with a business ▪ Define ethics and ethical dilemma (Deeper Look) ▪ Identify the stakeholders of a business. ▪ Evaluate whether the actions of a business, which had positive or negative implications to stakeholders, were ethical (Deeper Look) 	<p>Scarcity</p> <p>13. The fundamental questions of economics include what to produce, how to produce and for whom to produce. (6)</p> <p>Markets</p> <p>15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used. (6)</p>	<p>Grade 6</p> <p>RI.6.4 RI.6.7 W.6.4 SL.6.1-2 L.6.1-6</p> <p>Grade 7</p> <p>RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p>Grade 8</p> <p>RI.8.4 W.4 SL.8.1-2 L.8.1-6</p>
<p>Session Two: Business and Culture</p> <p>Students learn that businesses must understand cultural differences to meet customers’ needs and make a profit in different countries.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify business-related, cultural differences throughout the world ▪ Explain the need for international businesses to consider their customers’ cultural differences to provide for the customer and make a profit ▪ Identify cultural differences throughout the world that affect social interaction and communication 	<p>Scarcity</p> <p>20. The variability in the distribution of productive resources in the various regions of the world contributed to specialization, trade and interdependence. (7)</p> <p>Markets</p> <p>15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used. (6)</p> <p>21. The growth of cities and empires fostered the growth of markets. Market exchanges encouraged specialization, trade and interdependence. (7)</p>	<p>Grade 6</p> <p>RI.6.1 RI.6.4 RI.6.7 W.6.4,7 SL.6.1-2 SL.6.4 L.6.1-6</p> <p>Grade 7</p> <p>RI.7.1 RI.7.4 W.7.4,7 SL.7.1-2 SL.7.4 L.7.1-6</p> <p>Grade 8</p> <p>RI.8.1 RI.8.4 W.8.4,7 SL.8.1-2 SL.8.4 L.8.1-6</p>

JA Global Marketplace

Session Details	Social Studies (Economics) Standards	Common Core Standards
<p>Session Three: Global Trade</p> <p>Students learn that businesses trade to obtain products and services that customers want or need. Students will learn about imports and exports, examine the ways technology has improved international trade and participate in a global trade game.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify reasons why countries trade ▪ Demonstrate that countries benefit more from trade than from trying to meet all their own needs ▪ Apply key terms related to trade. ▪ Describe how improvements in technology can influence international trade 	<p>Economic Decision Making and Skills</p> <p>12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p> <p>19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost-benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. (7)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Grade 6 RI.6.4 W.6.4 SL.6.1-2 SL.4 L.6.1-6</p> <p>Grade 7 RI.7.4 W.7.4 SL.7.1-2 SL.7.4 L.7.1-6</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4 L.8.1-4 L.8.6</p>
<p>Session Four: Why Countries Specialize</p> <p>Students learn that businesses in different countries specialize by focusing their efforts on specific resources or producing smaller parts of a product.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define specialization ▪ Analyze examples of international trade to explain why modern countries cannot provide for all their wants and needs ▪ Show how events and decisions in one country have a causal relationship with, and produce an effect on, customers in another country 	<p>Scarcity</p> <p>13. The fundamental questions of economics include what to produce, how to produce and for whom to produce. (6)</p> <p>14. When regions and/or countries specialize, global trade occurs. (6)</p> <p>20. The variability in the distribution of productive resources in the various regions of the world contributed to specialization, trade and interdependence. (7)</p>	<p>ELA</p> <p>Grade 6 RI.6.1,4,7 SL.6.1-2 L.6.1,3,4,6</p> <p>Grade 7 RI.7.1,4 SL.7.1-2 L.7.1,3,4,6</p> <p>Grade 8 RI.8.1,4 SL.8.1-2 L.8.1,3,4,6</p> <p>MATH 6.NSA.3 6.RP.3</p> <p>7.RP.2 7.NS.3</p> <p>Mathematical Practices 1-2 4-7</p>

JA Global Marketplace

Session Details	Social Studies (Economics) Standards	Common Core Standards
<p>Session Five: Trade Barriers</p> <p>Students explore the types of restrictions that governments place on international trade. They learn about tariffs, quotas, subsidies, and standards and how these barriers affect governments, businesses, and customers.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify examples of trade barriers ▪ Analyze the consequences of trade barriers on businesses, employees, and customers ▪ Explain why balance of trade matters to businesses, customers, and employees 	<p>Economic Decision Making and Skills</p> <p>12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p> <p>Markets</p> <p>15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used. (6)</p> <p>21. The growth of cities and empires fostered the growth of markets. Market exchanges encouraged specialization, trade and interdependence. (7)</p>	<p>ELA</p> <p>Grade 6 RI.6.4 W.6.4 SL.6.1-2 L.6.1-6</p> <p>Grade 7 RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 L.8.1-6</p>
<p>Session Six: Currency</p> <p>Students explore the concept of international currencies. They learn about variable exchange rates, currency converters, and how to compare the prices of products from around the world.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define currency and exchange rate ▪ Recognize that different countries have different forms of currency ▪ Recognize that each currency has a different value, which is determined through a variable exchange rate 	<p>Economic Decision Making and Skills</p> <p>19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost- benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. (7)</p>	<p>ELA</p> <p>Grade 6 RI.6.4,7 SL.6.1-2 L.6.1 L.6.3-6</p> <p>Grade 7 RI.7.4 SL.7.1-2 L.7.1 L.7.3-6</p> <p>Grade 8 RI.8.4 SL.8.1-2 L.8.1 L.8.3-6</p>

JA Global Marketplace

Session Details	Social Studies (Economics) Standards	Common Core Standards
<p>Session Seven: Global Workforce</p> <p>Students take on the role of international business owners reviewing the skills and experience of potential employees.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Describe how businesses can use modern technology and communication tools to locate highly qualified employees at the most advantageous wages ▪ Express specific steps that would need to be taken to obtain work in another country ▪ Recognize the value of a second language for future job opportunities 	<p>Economic Decision Making and Skills</p> <p>12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>ELA</p> <p>Grade 6 RI.6.1 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4 L.6.1-6</p> <p>Grade 7 RI.7.1 RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.1,4 W.8.4 SL.8.1-2 L.8.1-6</p>

JA It's My Business!

JA It's My Business

Session Details	Social Studies (Economics) Standards	Instructional Standards	Common Core ELA
<p>Session One: Entrepreneurs</p> <p>Students learn about the relationship between entrepreneurs, their businesses, and the products and services they offer, and then take an entrepreneurial characteristics inventory to assess their own entrepreneurial skills and interests.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Define entrepreneurship and social entrepreneurship Describe the relationship between a business and its products and service Identify entrepreneurial characteristics and recognize them, in varying degrees, in themselves 	<p>Economic Decision Making and Skills</p> <p>12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p> <p>4. Income sources include job earnings and benefits, entrepreneurship, saving and investment earnings, government payments, grants, inheritances, etc. Workers can experience dramatic income dips and spikes from month to month.</p> <p>Career Connections</p> <ul style="list-style-type: none"> Students explore their career interests through embedded activities. 	<p>Grade 6 RI.6.4,7 SL.6.1-2 L.6.1-6</p> <p>Grade 7 RI.7.4,7 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.4 SL.8.1-2 L.8.1-5</p>
<p>Session Two: Market and Need</p> <p>Students are introduced to young entrepreneurs who have successfully met an identified market need, and then created a new product to meet the need. Students work in groups to brainstorm current needs within different product categories.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Define market and need Explain the importance of identifying market and need when developing new product or service ideas 	<p>Markets</p> <p>15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used. (6)</p>	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p>	<p>Grade 6 RI.6.1,4,7 SL.6.1-2 SL.6.4 L.6.1-6</p> <p>Grade 7 RI.7.1,4,7 SL.7.1-2 SL.7.4 L.7.1-6</p> <p>Grade 8 RI.8.1,4 SL.8.1-2 SL.8.4 L.8.1-5</p>

JA It's My Business!

Session Details	Social Studies (Economics) Standards	Instructional Standards	Common Core ELA
<p>Session Three: Innovative Ideas</p> <p>Students learn about innovative idea generation and examine cutting-edge products. Working in groups, students brainstorm their own product ideas and use graphic organizers to capture them.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business Participate in creative idea generation, from brainstorming to defending and selecting an idea 	<p>Scarcity</p> <p>13. The fundamental questions of economics include what to produce, how to produce and for whom to produce. (6)</p>	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p>	<p>Grade 6</p> <p>RI.6.1 RI.6.4 RI.6.7 SL.6.1-2 SL.4-5 L.6.1-6</p> <p>Grade 7</p> <p>RI.7.1 RI.7.4 RI.7.7 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8</p> <p>RI.8.1 RI.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>
<p>Session Four: Testing the Market</p> <p>Students learn about the importance of obtaining market feedback about new product ideas. They will examine various survey question types and determine whether questions yield useful product feedback, and then practice developing survey questions in groups.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Discuss the importance of market research in the product development process Describe multiple types of survey questions 	<p>Economic Decision Making and Skills</p> <p>12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p> <p>Scarcity</p> <p>13. The fundamental questions of economics include what to produce, how to produce and for whom to produce. (6)</p> <p>Markets</p> <p>15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used. (6)</p>	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p>	<p>Grade 6</p> <p>RI.6.1 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 L.6.1-6</p> <p>Grade 7</p> <p>RI.7.1 RI.7.4 RI.7.7 W.7.4 SL.7.1-2 L.7.1-6</p> <p>Grade 8</p> <p>RI.8.4 W.8.4 SL.8.1-2 L.8.1-5</p>

JA It's My Business!

Session Details	Social Studies (Economics) Standards	Instructional Standards	Common Core ELA
<p>Session Five: Design and Prototype</p> <p>Students learn about product design and the prototype process. Each student will create a product sketch to show the features and explain the purpose of his or her product.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Represent a product idea and its features by using rough sketches and drawings ▪ Recognize sketches as an important first step in the prototype process 	NA	NA	<p>Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.4 RI.7.7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>
<p>Session Six: Seek Funding</p> <p>Students learn how to plan and deliver a pitch presentation with the intent of attracting potential investors. In a mock competition, groups will pitch their product idea to guest judge(s) who will award teams with ceremonial startup funds.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Describe the elements that make a strong pitch presentation ▪ Work together to create and deliver a product pitch for potential funding 	<p>Economic Decision Making and Skills 12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. (6)</p>	NA	<p>Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-4</p> <p>Grade 7 RI.7.4 RI.7.7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-4</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>

JA It's My Future

JA It's My Future

Session Details	Academic Standards	Common Core ELA
<p>Session One: My Brand</p> <p>Students learn that they have their own personal brand and that the brand they build today will reflect on them in the future. They examine well-known logos to learn how individuals and companies create their brands and build their reputations. They assess their personal characteristics to define their own brands and then develop logos to represent themselves.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Describe the elements of a brand ▪ Recognize the ability of personal branding to build a positive reputation, for their personal life as well as for their future career ▪ Design a logo that expresses their personal brand 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. 	<p>Grade 6 RI.6.4 RI.6.7 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8 RI. 8.4 SL.8.1-2 SL.8.4-5 L.8.1-6</p>
<p>Session Two: Career Paths and Clusters</p> <p>Students are introduced to the 16 career clusters and the pathways through them. They take a career interest survey and learn about potential jobs within their preferred clusters. They then share job information with other members of the class and discuss the importance of all jobs within a community.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define career clusters. ▪ Identify jobs in specific career clusters to explore further ▪ Recognize the interconnectivity and value of all types of jobs 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. • Students start plans for their future with career information and postsecondary education data. <p>Social Studies (Economics) Economic Decision Making and Skills 24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Grade 6 RI.6.1,4,7 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.1,4 SL.7.1-2 SL.7.4 L.7.1-6</p> <p>Grade 8 RI.8.1 RI.8.4 SL.8.1-2 SL.8.4 L.8.1-6</p>

JA It's My Future

Session Details	Academic Standards	Common Core ELA
<p>Session Three: High-Growth Careers</p> <p>Students learn about the importance of being aware of which fields are growing and which are declining when making decisions about their own careers. They play a game that introduces information about high-growth job fields.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify specific careers that are forecast to have high-growth rates ▪ Consider a variety of factors when selecting a career 	<p>Social Studies (Economics) Financial Responsibility and Decision Making</p> <p>4. Income sources include job earnings and benefits, entrepreneurship, saving and investment earnings, government payments, grants, inheritances, etc. Workers can experience dramatic income dips and spikes from month to month.</p> <p>Economic Decision Making and Skills</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Grade 6 RI.6.1,4,7 SL.6.1-2 L.6.1-6</p> <p>Grade 7 RI.7.1,4 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.1,4 SL.8.1-2 L.8.1,3,4</p>
<p>Session Four: Career Mapping</p> <p>Students learn how early experiences can build transferable skills that contribute to future job success. Students look at the lives of celebrities and their paths to success, focusing on early experiences. They learn about career maps by examining a sample and then creating their own.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify jobs in specific career clusters that they would like to explore further ▪ Plan significant milestones they need to reach to earn a particular job 	<p>Financial Literacy Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p>	<p>Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.4 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.4-5 L.8.1-6</p>

JA It's My Future

Session Details	Academic Standards	Common Core ELA
<p>Session Five: On the Hunt</p> <p>Students are introduced to the basics of looking for and applying and interviewing for a job. They play a game in which they must identify two truths and a myth about the job search process. They also learn the fundamentals of creating a resume and engage in simulation in which they identify appropriate skills for various jobs and decide upon the right section of a resume to highlight those skills.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize basic job-hunting techniques, including looking for a job, applying, interviewing, and listing references ▪ Recognize the importance of personal presentation and making a good impression, on paper and in person. ▪ Recognize the basic construction of a resume and skills that should be highlighted on a resume. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. • Students start plans for their future with career information and postsecondary education data. <p>Financial Literacy Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p>	<p>Grade 6 RI.6.1 RI.6.4 RI.6.7 SL.6.1-2 SL.4 L.6.1-6</p> <p>Grade 7 RI.7.1 RI.7.4 SL.7.1-2 SL.7.4 L.7.1-4</p> <p>Grade 8 RI.8.1 RI.8.4 SL.8.1-2 SL.8.4 L.8.1-4</p>
<p>Session Six: Soft Skills</p> <p>Students learn about the differences between technical and soft skills and why both are essential for keeping a job. Students will also complete a soft skills self-evaluation to determine which skills they already have and which they can work toward. Finally, they will role-play situations that require strong soft skills.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define and differentiate between technical skills and soft skills ▪ Identify specific soft skills they already possess and those they need to improve 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. • Students start plans for their future with career information and postsecondary education data. 	<p>Grade 6 RI.6.4,7 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8 RI.8.4 SL.8.1-2 SL.8.4-5 L.8.1-6</p>

JA Inspire Entry

Session Descriptions	Instructional Standards	Common Core ELA
<p>Session One: Career Interests and Your Path</p> <p>Students understand the importance of career planning and complete a Career Interest Inventory to assess their own values, skills, and interests in the context of career paths.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Consider their values, skills, and interests. ▪ Take a Career Interest Inventory. ▪ Relate their values, skills, interests, and Career Interest Inventory to future career opportunities. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. • Students start plans for their future with career information and postsecondary education data. 	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Language</p> <p>L.1 L.3 L.4 L.5 L.6</p>
<p>Session Two: Career Planning and Your Path</p> <p>Students learn to recognize career clusters and focus on those tied to the results of their Career Interest Inventory. They explore the knowledge, skills, and abilities needed for their careers of interest, as well as the outlook for openings in those fields.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Learn why career planning is important. ▪ Recognize career clusters. ▪ Identify career clusters that match their skills and interests. ▪ Identify requirements to obtain jobs in fields of interest. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. • Students start plans for their future with career information and postsecondary education data. <p>Financial Literacy Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p>	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Writing</p> <p>W.4 W.5 W.6</p> <p>Language</p> <p>L.1 L.2 L.3 L.4 L.6</p>
<p>Session Three: Preparing to Meet Your Future</p> <p>Students learn how awareness of their values, skills, and interests helps guide them to a career that is meaningful, enjoyable, and positioned for success. They learn about soft skills and explore education and training requirements in their fields of interest.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Understand why it’s important to choose a career where they can be successful and develop a career plan. ▪ Practice soft skills. ▪ Recognize education and training requirements and opportunities for careers of interest. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. • Students start plans for their future with career information and postsecondary education data. <p>Financial Literacy Financial Responsibility and Decision Making</p> <p>2. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences.</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p>	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Language</p> <p>L.1 L.3 L.4 L.5 L.6</p>

JA Inspire Entry

Session Descriptions	Instructional Standards	Common Core ELA
<p>Session Four: Local Business Means Opportunity</p> <p>Students learn about their local economy. They review the list of JA Inspire Entry career fair exhibitors and the website of their local Chamber of Commerce and look for common themes, such as career clusters. They identify companies they would like to visit during the JA Inspire event.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize traits of their local economy. ▪ Identify common career clusters in their area and among JA Inspire exhibitors. ▪ Create a list of exhibitors to visit during the JA Inspire event. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. <p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>2. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences.</p>	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Writing</p> <p>W.4 W.5 W.6</p> <p>Language</p> <p>L.1 L.2 L.3 L.4 L.6</p>
<p>Session Five: Learn from the Experts</p> <p>Students review the speakers and webinars available at the JA Inspire event, create a list of at least three to view, and define what they would like to learn from them.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify relevant JA Inspire speakers and webinars to attend. ▪ Note facts about the speakers and topics of webinars they will attend. ▪ Develop questions to consider when watching the speakers and webinars. 	<p>Career Connections</p> <p>Students explore their career interests through embedded activities.</p>	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Language</p> <p>L.1 L.3 L.4 L.5 L.6</p>

JA Inspire Entry

Session Descriptions	Instructional Standards	Common Core ELA
<p>Session Six: Welcome to the JA Inspire Event</p> <p>Students attend the JA Inspire event.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Visit exhibits. ▪ Attend speeches and webinars. ▪ Complete the What I Learned section of the chart from their Learn from the Experts worksheet 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. • Students start plans for their future with career information and postsecondary education data. <p>Financial Literacy Financial Responsibility and Decision Making</p> <p>2. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences.</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p>	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Writing</p> <p>W.4 W.5 W.6</p> <p>Language</p> <p>L.1 L.2 L.3 L.4 L.6</p>
<p>Session Seven: JA Inspire Personal Reflection</p> <p>Students reflect on what they have learned and identify next steps to further define their academic choices and career path.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Evaluate personal goals and priorities based on their experience at the JA Inspire event. ▪ Identify next steps, including exploration of high school coursework and other research. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students start plans for their future with career information and postsecondary education data. <p>Financial Literacy Financial Responsibility and Decision Making</p> <p>2. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences.</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p>	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Language</p> <p>L.1 L.3 L.4 L.5 L.6</p>

JA Career Exploration Fair

JA Career Exploration Fair

Session Descriptions	Instructional Standards	Common Core ELA
<p>Pre-Fair Session: What Sets You Apart?</p> <p>Students reflect on their abilities, interests, and values as they consider future career choices.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define careers. ▪ Differentiate between abilities (skills) and values. ▪ Identify their personal characteristics. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. <p>Financial Literacy Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p>	<p>Reading for Informational Text RI 4 RI 7</p> <p>Speaking and Listening SL 1 SL 2</p> <p>Language L 3 L 4 L 6</p>
<p>The Day of the Fair</p> <p>Students will visit seven speakers from the community who will give brief presentations about their jobs, allowing time for students to ask questions.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Complete one pre-fair activity (teacher-led) (optional). ▪ Express how jobs require specific interests and skills. ▪ Complete one post-fair activity (teacher-led) (optional). ▪ Complete a student evaluation, if requested. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. <p>Financial Literacy Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p>	<p>Reading for Informational Text RI 4 RI 7</p> <p>Speaking and Listening SL 1 SL 2</p> <p>Writing W 4 W 7</p> <p>Language L 3 L 4 L 6</p>

JA Career Exploration Fair

Session Descriptions	Instructional Standards	Common Core ELA
<p>Post-Fair Session</p> <p>Students reflect on their JA Career Exploration Fair experiences.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify a future career goal. ▪ Create a personal action plan. 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. <p>Financial Literacy Financial Responsibility and Decision Making</p> <p>2. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences.</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p>	<p>Reading for Informational Text</p> <p>RI 2 RI 4 RI 5 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4 W 7</p> <p>Language</p> <p>L 3 L 4 L 6</p>

JA Career Speaker Series

JA Career Speaker Series

Session Descriptions	Instructional Standards	Common Core ELA
<p>Session One: Before the Event</p> <p>Students research the visiting career speaker and his or her company, and prepare questions for the speaker event.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify skills and interests ▪ Recognize Career Clusters ▪ Recall future high-demand occupations 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. 	<p>Reading for Informational Text</p> <p>RI 1 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4 W 7</p> <p>Language</p> <p>L 3 L 4 L 6</p>
<p>Session Two: During the Event</p> <p>Students learn about the guest speaker’s job experiences and stories, ask questions, and take notes.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Practice active listening skills ▪ Equate job responsibilities with skills and interests 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. 	<p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4 W 7</p> <p>Language</p> <p>L 3 L 4 L 6</p>
<p>Session Three: After the Event</p> <p>Students reflect on what they learned during their preparation and the speaker event.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize Career Clusters 	<p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. 	<p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 2 W 4 W 7</p> <p>Language</p> <p>L 3 L 4 L 6</p>

JA Excellence through Ethics

Session Descriptions	Academic Standards: Social Studies	Common Core ELA
<p>Day of the Visit</p> <p>Students are introduced to the concept of ethics, participate in a demonstration of why ethics are important to discuss, examine their core values, and explore how we are all interdependent on the choices we each make.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define ethics, ethical dilemma, values, core values, and interdependence. ▪ Articulate how one's core values affects one's choices. ▪ Articulate and identify the steps necessary to make ethical decisions. ▪ Recognize that individual ethics affect the greater community. 	<p>Economic Decision Making and Skills</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Reading for Informational Text</p> <p>RI 1 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2 SL 3 SL 4</p> <p>Writing</p> <p>W 4</p> <p>Language</p> <p>L 3 L 4 L 6</p>
<p>Reflection Activity</p> <p>Students will reflect and discuss what they've learning after interacting with the volunteer, a local business professional who articulated how and why professionals make ethical choices and decisions regarding relationships, the work environment, and life.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Apply key terms and concepts used in the volunteer-led activities. ▪ Use intentional, ethical decision-making skills to consider outcomes and consequences of choices. ▪ Self-examine to develop a personal awareness of values to begin to see the connection between their words and actions. 	<p>Economic Decision Making and Skills</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 3</p> <p>Language</p> <p>L 3 L 4 L 6</p>

JA It's My Job (Soft Skills)

JA It's My Job (Soft Skills)

Session Descriptions	Instructional Standards	Common Core ELA
<p>Communicating About Yourself</p> <p>Students learn what their dress, speech, and listening skills communicate to others about them.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize the importance of manners as an element of professionalism. Identify language and style appropriate for the workplace. 	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p>	<p>Reading for Informational Text</p> <p>RI 1 RI 4</p> <p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 6</p> <p>Writing</p> <p>W 4</p> <p>Language</p> <p>L 1 L 2 L 3 L 4 L 6</p>
<p>Applications and Resumes</p> <p>Students examine both document forms and begin to think about how to adapt their experiences, skills, and achievements into the applicable template to present themselves to a potential employer.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify information necessary for a job application. Recognize key features and formatting of resumes. Use appropriate language for a resume. 	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>2. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences.</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p> <p>Career Connections</p> <ul style="list-style-type: none"> Students explore their career interests through embedded activities. 	<p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4</p> <p>Language</p> <p>L 1 L 2 L 3 L 4 L 6</p>

JA It's My Job (Soft Skills)

Session Descriptions	Instructional Standards	Common Core ELA
<p>Interviewing for a Job</p> <p>Students complete an activity and track their accomplishments in a “brag sheet.” Additional activities are available in which students develop a personal profile that will help them succeed during an interview and practice mock interviews.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify appropriate content for a personal brag sheet ▪ Adapt personal information to interview situations. ▪ Develop answers to common interview questions. ▪ Recognize appropriate professional dress and demeanor for a job interview. 	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>2. Financial responsibility involves life-long decision-making strategies which include consideration of alternatives and consequences.</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p> <p>Career Connections</p> <ul style="list-style-type: none"> • Students explore their career interests through embedded activities. 	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 6</p> <p>Writing</p> <p>W 4</p> <p>Language</p> <p>L 1 L 2 L 3 L 4 L 6</p>
<p>Cell Phones in the Workplace</p> <p>Students develop an understanding of appropriate communication methods to ensure workplace success.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize and identify appropriate and inappropriate uses of cell phones in the workplace. ▪ Identify the effects of inappropriate usage of cell phones in the workplace. ▪ Adapt cell phone behavior and functions for professional uses. ▪ Recognize and apply appropriate texting style for communicating in the workplace. 	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p>	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 5 SL 6</p> <p>Language</p> <p>L 1 L 3 L 4 L 6</p>

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<p>Workplace Communication</p> <p>Students complete activities focused on appropriate tone and topics for the workplace and strategies for collaborating effectively.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify and use an appropriate professional tone in workplace communication. ▪ Identify appropriate and inappropriate subjects for workplace discussion. ▪ Enable cooperative and productive group interactions. ▪ Communicate to solve problems collaboratively and respectfully. 	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p>	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 5 SL 6</p> <p>Language</p> <p>L1 L 3 L 4 L 6</p>
<p>Workplace Writing</p> <p>Students practice writing concisely, clearly, and correctly, with appropriate workplace style.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Use proper spelling, grammar, and punctuation in the workplace. ▪ List best practices for effective business writing. ▪ Use clear language and appropriate style for written communication in the workplace. ▪ Identify important ideas and express them clearly and concisely in writing. 	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.</p>	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 6</p> <p>Writing</p> <p>W 4 W5 W6</p> <p>Language</p> <p>L1 L 2 L 3 L 4 L 6</p>

JA Company Program Pop Up

JA Company Program Pop Up

Session Descriptions	Instructional Standards	Common Core ELA
<p>Session One: Pop-Up Warm-Up</p> <p>This meeting introduces the Pop-Up program experience and reviews the milestones related to the project. The entrepreneurial mindset and characteristics are explored to guide students in envisioning the pop-up experience through the eyes of an entrepreneur. Finally, students review the primary business goal for the pop-up project and discuss how to set business success goals and personal growth goals.</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Explain what a pop-up business is and its intended purpose. ▪ Document goals for the pop-up business in S.M.A.R.T. goal-writing format that reflect business planning elements. ▪ Recognize the entrepreneurial characteristics that an entrepreneur must possess to achieve a successful business venture. 	<p>Financial Literacy</p> <p>Financial Responsibility and Decision Making</p> <p>3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</p> <p>4. Income sources include job earnings and benefits, entrepreneurship, saving and investment earnings, government payments, grants, inheritances, etc. Workers can experience dramatic income dips and spikes from month to month.</p>	<p>Grade 6 RI.6 3,4,7 W.6.4 SL 6.1,2 L. 6 1,2,3,4,6</p> <p>Grade 7 RI.7 3,4 W.7.2.4 SL.7 1,2 L.7. 1-6</p> <p>Grade 8 RI.8 3,4 W.8.4 SL. 8.1,2 L.8 1-6</p>
<p>Session Two: Doing the Research</p> <p>This meeting focuses on the main goal for the pop-up business: making a profit. Students will examine the factors of the profit equation and learn about what they need to consider when determining a pricing strategy for achieving their goal. They also will define their target audience and explore the importance of market research for ensuring that their product meets customers’ needs. They will prepare market research surveys and conduct independent market research that they will analyze in Meeting Three.</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify the elements of the profit equation and understand how to calculate profit. ▪ Explain what a target audience is. ▪ Recognize the importance of the customers’ wants and needs related to the business’s goals. ▪ Identify appropriate market research techniques to use when collecting information. 	<p>Social Studies (Economics)</p> <p>Scarcity</p> <p>13. The fundamental questions of economics include what to produce, how to produce and for whom to produce. (6)</p> <p>Economic Decision Making and Skills</p> <p>19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost- benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. (7)</p>	<p>Grade 6 RI.6 1,2,4,7 W.6 4,7,9 SL.6 1,2,4 L.6 1-6</p> <p>Grade 7 RI.7 1,4 W.7 2,7,9 SL.7 1,2,4 L.7 1-6</p> <p>Grade 8 RI.8 1,2,4 W.8 4,7,9 SL.8 1,2,4 L.8 1-6</p>

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<p>Session Three: Defining the Pop-Up Structure</p> <p>During this meeting, students review the market research data they have compiled and look for patterns to inform their decision making as they plan their pop-up business. Then, students explore the different roles and responsibilities of the pop-up company and evaluate their own personal skills and interests to determine what role they will assume during their pop-up experience.</p> <p>Students will:</p> <ul style="list-style-type: none"> Analyze market research data to make planning decisions about the pop-up business to maximize sales. Describe the different roles and responsibilities necessary to organize and run a pop-up business. Reflect on personal strengths and weaknesses to determine a personal role on the pop-up team. Draft a timeline of tasks and associated due dates needed to meet the company's goals. 	<p>Social Studies (Economics) Economic Decision Making and Skills</p> <p>19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost- benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. (7)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Grade 6 RI.6. 2,4,7 W.6. 4,7,9 SL.6. 1,2,4 L.6.1-6</p> <p>Grade 7 RI.7 2,4 W.7. 4,7,9 SL. 7 1,2,4 L. 7. 1-6</p> <p>Grade 8 RI.8 2,4 W.8 4,7,9 SL.8 1,2,4 L.8 1-6</p>
<p>Session Four: The Ps of Pop-Up</p> <p>This meeting introduces students to the Four Ps of marketing (Product, Price, Place, and Promotion), which act as the framework for their pop-up business planning tasks. Students explore which factors to consider when making the important decision of where to locate the pop-up business, and they learn about merchandising, product display, and store layout as important elements of marketing strategy to maximize sales.</p> <p>Students will:</p> <ul style="list-style-type: none"> Explain the importance of the four 4 Ps of the marketing mix related to a pop-up business. Identify the location for the pop-up business to include dates and hours of operation for the Place "P" detail of the marketing mix. Design an optimal layout for a pop-up business that will maximize sales. 	<p>Scarcity</p> <p>13. The fundamental questions of economics include what to produce, how to produce and for whom to produce. (6)</p> <p>Markets</p> <p>15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used. (6)</p>	<p>Grade 6 RI.6 2,3,4,7 W.6 4 SL. 8. 1,2,4 L.6. 1-6</p> <p>Grade 7 RI.7. 2,3,4 W.7 4 SL 7. 1,2,4 L.7. 1-6</p> <p>Grade 8 RI.8 2,3,4 W.8 4 SL 8. 1,2,4 L. 8 1-6</p>

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<p>Session Five: Creating the Buzz</p> <p>This meeting focuses on selecting a price for the product or service, as well as promotional strategies for attracting attention to the pop-up store. Students will determine their expenses and the revenue necessary to break even so that they can set a price for their product that will achieve their profit goal. Additionally, they will determine how to promote their business and will work on tasks for advertising.</p> <p>Students will:</p> <ul style="list-style-type: none"> Formulate the appropriate price for their product to achieve the pop-up store’s monetary goal. Design promotional strategies and materials to attract interest in the pop-up business. 	<p>Social Studies (Economics) Economic Decision Making and Skills 19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost- benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. (7)</p>	<p>Grade 6 RI.6 1,2,3,4,7 W.6. 4,7,9 SL.6. 1,2,4 L. 6. 1-6</p> <p>Grade 7 RI.7 1,2,3,4 W.7 4,7,9 SL.7 1,2,4 L. 7. 1-6</p> <p>Grade 8 RI 8 1,2,3,4 W.8 4,7,9 SL.8 1,2,4 L. 8 1-6</p>
<p>Session Six: Open for Business!</p> <p>In this meeting, students explore essential customer service and sales skills to use while their pop-up store is operating. Additionally, they review and finalize all logistics necessary to launch and open the store.</p> <p>Students will:</p> <ul style="list-style-type: none"> Select appropriate sales strategies to use while interacting with customers during pop-up store sales. Practice excellent retail customer care skills to maximize the pop-up store’s sales potential to reach its business goals. Resolve final logistics before launching the pop-up business, including transaction types, starting cash, inventory tracking, and staffing schedule. 	<p>Social Studies (Economics) Economic Decision Making and Skills 19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost- benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. (7)</p>	<p>Grade 6 RI.6 2,4 W.6. 4 SL.6 1,2,4 L. 6. 1-6</p> <p>Grade 7 RI.7 2,4 W.7 4 SL.7. 4 L. 7. 1-6</p> <p>Grade 8 RI 8. 2,4 W.8 4 SL.8 1,2,4 L. 8 1-6</p>

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Session Descriptions	Instructional Standards	Common Core ELA
<p>Session Seven: Pop-Up Wrap-Up</p> <p>This meeting guides students through the final tasks necessary to close the popup business, reconcile the finances, and determine the business’s final profit. Students will use the final metrics and the intangible lessons they learned to discuss best practices for future businesses and to assess whether they achieved their business and personal goals. Finally, students deliver the pop-up store’s proceeds to their charitable recipient and celebrate their accomplishments.</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Complete the tasks to calculate final sales and profit and close out the business. ▪ Analyze final sales information and compare it to the pop-up business’s initial profit goal. ▪ Assess company and personal goals to determine successes and areas for improvement. 	<p>Social Studies (Economics)</p> <p>Economic Decision Making and Skills</p> <p>19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost- benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. (7)</p> <p>24. Choices made by individuals, businesses and governments have both present and future consequences. (8)</p>	<p>Grade 6</p> <p>RI.6 2,3,4,7 W.6. 4 SL.6 1,2,4 L. 6. 1-6</p> <p>Grade 7</p> <p>RI.7 2,3,4 W.7 4 SL.7. 1,2,4 L. 7. 1-6</p> <p>Grade 8</p> <p>RI 8. 2,3,4 W.8 4 SL.8 1,2,4 L. 8 1-6</p>