

**A Correlation Between the Common Core State Standards,
Connecticut Academic Standards
and Junior Achievement Programs**

Updated September 2012
Connecticut Academic Standards
Common Core State Standards Included

Junior Achievement USA®
One Education Way
Colorado Springs, CO 80906
www.ja.org

Overview

In this document, Junior Achievement programs are correlated to the Connecticut Academic Standards for social studies for grades K-12 as well as the Common Core State Standards in English/ Language Arts and mathematics.

Junior Achievement programs offer a multidisciplinary approach – connecting information 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.

JA Elementary School Programs

JA Ourselves[™] uses compelling stories read aloud by the volunteer, along with hands-on activities to demonstrate helping, working, earning, and saving.

JA Our Families[™] emphasizes the roles people play in the local economy and engages students with activities about needs, wants, jobs, tools and skills, and interdependence.

JA Our Community[™] explores the interdependent roles of workers in a community, the work they perform, and how communities work.

JA Our City[™] studies careers, the skills people need to work in specific careers, and how businesses contribute to a city.

JA Our Region[™] introduces students to entrepreneurship and how entrepreneurs use resources to produce goods and services in a community. Students solve problems by weighing risks and rewards.

JA Our Nation[™] provides practical information about businesses' need for individuals who can meet the demands of the job market, including high-growth, high-demand jobs. Further, it introduces the concept of globalization of business as it relates to production materials and the need for students to be entrepreneurial in their thinking to meet the requirements of high-growth, high-demand careers worldwide.

JA More than Money[®] teaches students about earning, spending, sharing, and saving money, and businesses they can start or jobs they can perform to earn money.

JA Middle Grades Programs

JA America Works[®] provides students with examples of how business and entrepreneurship affected the economic development of the United States during the 19th century.

JA Economics for Success[®] explores personal finance and students' education and career options based on their skills, interests, and values; also demonstrates the economic benefits of staying in school.

JA Global Marketplace[®] provides practical information about the global economy and its effect on the students' lives.

JA It's My Business![®] encompasses entrepreneurship curriculum for students in grades six, seven, and eight. The program emphasizes entrepreneurship while providing a strong focus on social studies, reading, and writing skills. Students are encouraged to use critical thinking to learn entrepreneurial skills that support positive attitudes as they explore and enhance their career aspirations.

High School Programs

JA Banks in Action[®] teaches high school students the principles of the banking industry and introduces them to the challenges of successfully operating a bank in a competitive environment.

JA Be Entrepreneurial[®] introduces students to the essential components of a practical business plan, and challenges them to start an entrepreneurial venture while still in high school.

JA Business Ethics[®] uses hands-on activities to foster ethical decision-making in students as they prepare to enter the workforce and the global marketplace.

JA Careers with a Purpose[®] introduces students to the importance of seeking careers that help them realize their life potential and noble purpose. The program demonstrates the importance of positive values, life maxims, and ethical decision-making within the context of career and life decisions.

JA Company Program[®] analyzes and explores personal opportunities and responsibilities within a student-led company. Twelve required, volunteer-led meetings.

JA Economics[®] examines the fundamental concepts of micro-, macro-, and international economics.

JA Exploring Economics[®] fosters lifelong skills and knowledge about how an economy works, including micro-, macro-, personal, and international economics.

JA Job Shadow[™] inspires students to be entrepreneurial in their approach to work; introduces them to professions and industries that are crucial in the 21st century; and encourages mentoring between young people and caring adults.

JA Personal Finance[®] focuses on: earning money; spending money wisely through budgeting; saving and investing money; using credit cautiously; and protecting one's personal finances.

JA Success Skills[®] meets the needs of a diverse group of high school students by providing engaging, academically enriching, and experiential-learning sessions in work-readiness education and career perspectives.

JA Titan[®] introduces critical economics and management decisions through an interactive simulation.

JA Ourselves

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Robbie’s Trip to the Farm Students make choices.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ recognize the role of self ▪ appreciate individual differences <p>Concepts: barter, goods, individual, trade, voluntary exchange, volunteer, work</p> <p>Skills: abstract thinking, decision making, drawing, following directions, interpreting information, listening responsively, sequencing</p>	<p>RL.K.1-4 RL.K.7 RL.K.9-10 RI.K.1-4 RI.K.7-10 SL.K.1-6 L.K.4-6</p>	<p>NA</p>	<p>1.12</p>
<p>Session Two: Angie and the Carnival Students recognize coin values.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ define money ▪ identify one form of money (coins) ▪ differentiate coins <p>Concepts: buying, choices, consumer, earning, entrepreneurs, incentives, money, saving, spending, work</p> <p>Skills: coin recognition, coin valuation, following directions, interpreting information, listening responsively, matching</p>	<p>RL.K.1-4 RL.K.7 RL.K.9-10 RI.K.1-4 RI.K.7-10 SL.K.1-6 L.K.4-6</p>	<p>K.CC.4-6 K.MD.1-3</p>	
<p>Session Three: Charlie Plants a Garden Students work together to complete a task.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ recognize the importance of working together ▪ discover rewards other than money <p>Concepts: benefit, choices, resources, rewards, work</p> <p>Skills: abstract thinking, decision making, following directions, listening responsively, teamwork</p>	<p>RL.K.1-4 RL.K.7 RL.K.9-10 RI.K.1-4 RI.K.7-10 SL.K.1-6 L.K.4-6</p>	<p>NA</p>	
<p>Session Four: Meagan Buys a Present Students match coin values to the costs of items.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ discuss the importance of saving money ▪ identify a place where people save money ▪ demonstrate how to save money ▪ name something they would like to save for <p>Concepts: buying, choice, costs, earning, money, saving, scarcity, wants, work</p> <p>Skills: coin recognition, coin valuation, following directions, listening responsively, matching</p>	<p>RL.K.1-4 RL.K.7 RL.K.9-10 RI.K.1-4 RI.K.7-10 SL.K.1-6 L.K.4-6</p>	<p>K.CC.4-6 K.MD.1-3</p>	<p>3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Five: Dylan and the New Playground Students recall a sequence of events.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ identify ways money can be used to benefit others ▪ recognize the value of work ▪ appreciate the importance of giving <p>Concepts: benefit, giving, saving, scarcity, work</p> <p>Skills: abstract thinking, following directions, listening responsively, matching, sequencing, teamwork</p>	<p>RL.K.1-4 RL.K.7 RL.K.9-10 RI.K.1-4 RI.K.7-10 SL.K.1-6 L.K.4-6</p>	<p>NA</p>	<p>3.3</p>

JA Our Families

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Our Families Students explore how people in a family work together to make the place where they live a good place.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ identify what a family is ▪ recognize how people live and work together in a family <p>Concepts: family, interdependence, job, work Skills: analyzing information, drawing, following directions, listening responsively, matching</p>	<p>RL.1.1-7 RL.1.9 RI.1.1-9 SL.1.1-5 L.1.1 L.1.4-6</p>	NA	1.12
<p>Session Two: Our Families' Needs and Wants Students differentiate between a need and a want.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ explain the difference between a need and a want <p>Concepts: economic incentives, family, scarcity, wants and needs Skills: decision making, differentiating, following directions, listening responsively</p>	<p>RL.1.1-7 RL.1.9 RI.1.1-9 SL.1.1-5 L.1.1 L.1.4-6</p>	NA	1.10
<p>Session Three: Our Families' Jobs Students explain how jobs provide for family members' needs and wants.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ define a job as work that needs to be done ▪ identify jobs people do <p>Concepts: business, economic incentives, employment, family, human resources, income, jobs, skills Skills: analyzing information, drawing, following directions, making observations</p>	<p>RL.1.1-7 RL.1.9 RI.1.1-9 SL.1.1-5 L.1.1 L.1.4-6</p>	NA	
<p>Session Four: Finding Our Families' Needs and Wants Students determine where members of a family would go to obtain their needs and wants.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ interpret map symbols ▪ place various kinds of symbols for businesses and services on a map ▪ recognize how family members depend on various businesses to provide their needs and wants <p>Concepts: business, economic institutions, key, map, scarcity, symbol, wants and needs Skills: decision making, following directions, map reading, recognizing and interpreting symbols</p>	<p>RL.1.1-7 RL.1.9 RI.1.1-9 SL.1.1-5 L.1.1 L.1.4-6</p>	NA	2.1
<p>Session Five: Paying for Our Families' Needs and Wants Students demonstrate working to pay for needs and wants.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ describe various jobs at which people earn money ▪ recognize that families use money to satisfy their needs and wants <p>Concepts: earning, job, money, skill, spending, wants and needs, work Skills: analyzing information, following directions, listening responsively</p>	<p>RL.1.1-7 RL.1.9 RI.1.1-9 SL.1.1-5 L.1.1 L.1.4-6</p>	<p>1.OA.1,5 1.MD.4</p>	

JA Our Community

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: How Does a Community Work? Students identify typical jobs in a community.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> • identify a variety of jobs in the community • recognize how people live and work together in a community • become aware of a wide range of job opportunities <p>Concepts: business, community, interdependence, job, skill, volunteer, wants and needs</p> <p>Skills: decision making, following directions, making observations, matching</p>	RL.2.1-3 RL.2.5-7 RI.2.1-9 SL.2.1-3 SL.2.5-6 L.2.4-6	NA	1.12
<p>Session Two: Sweet “O” Donuts Students compare two production strategies.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> • define production • compare unit and assembly line production methods • explain that different strategies are used to produce different types of products <p>Concepts: assembly-line production, defect, productivity, quality, specialization and division of labor, unit production</p> <p>Skills: following directions, interpreting data, making observations, making predictions, role playing, teamwork</p>	RL.2.1-3 RL.2.5-7 RI.2.1-9 SL.2.1-3 SL.2.5-6 L.2.4-6	NA	
<p>Session Three: The Role of Government Students recognize that the government must collect taxes from everyone to pay for public services.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> • recognize government jobs in the community • understand why taxation is necessary <p>Concepts: benefits, goods, government, services, taxes</p> <p>Skills: critical thinking, following directions, making observations, matching, role playing</p>	RL.2.1-3 RL.2.5-7 RI.2.1-9 SL.2.1-3 SL.2.5-6 L.2.4-6	2.OA.1-2 2.NBT.5 2.MD.8	1.7 1.8 1.9

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Four: A New Business Students use the decision-making process to make a group decision</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> • define choices • use a decision-making model • recognize the need to make informed decisions • take personal responsibility for decisions <p>Concepts: ballot, business, choices, decision tree, majority, trade-offs, vote</p> <p>Skills: decisions making, identifying choices, developing ideas, listening responsively, problem solving, teamwork</p>	<p>RL.2.1-3 RL.2.5-7 RI.2.1-9 SL.2.1-3 SL.2.5-6 L.2.4-6</p>	<p>NA</p>	<p>1.10</p>
<p>Session Five: Money Moves Students illustrate the circular flow of money.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> • identify circumstances of money being exchanged for goods or services • recognize how money flows through a community's economy <p>Concepts: bank, circular flow of money, goods, money, services</p> <p>Skills: listening responsively, role playing, making observations, following directions</p>	<p>RL.2.1-3 RL.2.5-7 RI.2.1-9 SL.2.1-3 SL.2.5-6 L.2.4-6</p>	<p>NA</p>	<p>1.12</p>

JA Our City

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Inside Cities Students identify different zones in a city and describe the job of a city planner.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ define a city as a place where people live, work, play, and go to school ▪ learn about the different zones used in city planning ▪ identify the job of city planner <p>Concepts: business, city, city planner, economic development, jobs, volunteer, zones (business, farming, industry, residential, multipurpose)</p> <p>Skills: applying information, drawing, following directions, making observations, mapping information, teamwork</p>	<p>RI.3.1-9 SL.3.1-3 L.3.1-2 L.3.4 L.3.6</p>	<p>NA</p>	
<p>Session Two: Building a City Students calculate scale measurements and describe the job skills of a builder.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ understand the importance of the construction business to a city's economy ▪ recognize the skills a builder needs ▪ identify how the builder's job relates to the job of city planner <p>Concepts: blueprint, careers, jobs, quality, scale construction, quality, skills, zone</p> <p>Skills: decision making, interpreting directions, mathematical interpretation and computation, teamwork, understanding and using scales</p>	<p>RI.3.1-9 SL.3.1-3 L.3.1-2 L.3.4 L.3.6</p>	<p>3.OA.1 3.OA.7-8 3.NBT.1-3 3.NF.1</p>	
<p>Session Three: Dining Out Students make decisions about operating a restaurant.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ make group decisions necessary to start a restaurant ▪ decide on a type of restaurant ▪ discuss and select the best location for a restaurant ▪ decide what to charge for meals ▪ select an employee ▪ promote the restaurant <p>Concepts: consume, consumer, entrepreneur, produce, producer, zone</p> <p>Skills: compiling data, conducting research, following directions, developing ideas, decision making, reading and interpreting data, role playing</p>	<p>RI.3.1-9 SL.3.1-3 L.3.1-2 L.3.4 L.3.6</p>	<p>NA</p>	<p>1.10 1.11 1.12</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Four: Making Headlines Students generate a class newspaper.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ understand the importance of the newspaper as a communication tool ▪ recognize the skills a reporter needs ▪ generate article topics and develop article outlines <p>Concepts: business, city, communication, Five Ws, headline, news, zone</p> <p>Skills: developing ideas, generating topics for writing, organizing writing, responding to oral and written presentations, teamwork</p>	<p>RI.3.1-9 W.3S.2 W.3S.6-8 SL.3.1-3 L.3.1-2 L.3.4 L.3.6</p>	<p>NA</p>	<p>2.3</p>
<p>Session Five: You Can Bank on It Students carry out bank transactions.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ understand that one purpose of a bank is to keep money ▪ complete a simple bank transaction ▪ balance a checkbook <p>Concepts: ATM, bank, bank teller, business, check, checking account, deposit, money</p> <p>Skills: listening responsively, mathematical interpretation and computation, role playing, teamwork</p>	<p>RI.3.1-9 SL.3.1-3 L.3.1-2 L.3.4 L.3.6</p>	<p>3.OA.1 3.OA.7-8 3.NBT.1-3 3.NF.1</p>	<p>1.12</p>

JA Our Region

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Am I an Entrepreneur? Students explore well-known businesses, their origins, and the traits common to the entrepreneurs who started them.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Recognize the impact entrepreneurs have on a community or a region. • Apply traits common to successful entrepreneurs to their own skills and abilities. <p>Concepts: Entrepreneur, characteristics, Inventory Skills: Analyzing information, Categorizing data, Decision making, Evaluating alternatives, Oral and written communication, Working in pairs</p>	<p>W.4.2 W.4.8 SL.4.1 L.4.1 L.4.3 L.4.4</p>	<p>NA</p>	
<p>Session Two: Regional Resources: Tools for Entrepreneurs Students are introduced to resources and how entrepreneurs use resources to offer products and services in a region.</p>	<p>Objectives The students will be able to:</p> <ul style="list-style-type: none"> • Recognize natural, human, and capital resources. • Analyze products and services that can be offered by using resources. <p>Concepts: Capital resources, Entrepreneur, Human resources, Natural resources Products, Region, Services, Skills: Analyzing information, Categorizing data, Decision making, Evaluating alternatives, Oral and written communication, Presenting information, Working in groups</p>	<p>W.4.8 SL.4.1 L.4.1 L.4.3 L.4.4</p>	<p>NA</p>	<p>1.5</p>
<p>Session Three: The Hot Dog Stand Game Students learn about the fundamental tasks performed by a business owner and play a game that allows them to see money coming in and going out of a business.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Explain the importance of keeping an accurate account of a business' financial information. • Track the revenue and expenses of a business. • Recognize the fundamental tasks required to run a business. <p>Concepts: Business fundamentals, Expense, Finance tracking, Loss, Profit, Revenue Skills: Analyzing information, Categorizing data, Following directions, Mathematics, Reading for understanding, Working in groups</p>	<p>RI.4.1 RF.4.4 SL.4.1 L.4.1 L.4.3 L.4.4</p>	<p>4.NBT.4 4.NBT.5</p>	<p>1.10 1.12</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Four: Entrepreneurs are Problem Solvers! Students journey through the complex world of business problem solving by weighing potential risks and rewards and tracking the outcome of their choices.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Apply the business problem-solving process. • Recognize that there are potential risks and rewards to business decisions. <p>Concepts: Advertising, Price, Reward, Risk, Supply Skills: Analyzing information, Decision making, Evaluating alternatives, Oral and written communication, Problem solving, Working in pairs</p>	<p>RF.4.4 W.4.8 SL.4.1 SL.4.4 L.4.1 L.4.3 L.4.4</p>	<p>NA</p>	<p>1.10</p>
<p>Session Five: My Region in the World Students demonstrate the supply chain through a hands-on manufacturing and trade experience.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Recognize the interdependence of resource providers, businesses, and consumers. • Apply the supply chain to a manufacturing example. <p>Concepts: Manufacturing, Resources, Supply chain, Trade, Transportation Skills: Analyzing a diagram, Assembling parts, Cooperative trading, Decision making, Working in groups</p>	<p>SL.4.1 L.4.1 L.4.3 L.4.4</p>	<p>NA</p>	<p>1.10 1.11</p>

JA Our Nation

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: What's Your Big Idea? Students practice being entrepreneurs by turning ideas into businesses</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Experience free enterprise and entrepreneurship ▪ Identify the key steps in the innovation process that are necessary to establish an entrepreneurial business ▪ Create an advertisement <p>Concepts: entrepreneur, free enterprise, goods, profit, services Skills: creative thinking, estimating, teamwork, working in groups</p>	RI.5.2,4,7 RF.5.3-4 SL.5.1-4,6 L.5.1-4	NA	1.11 2.3 2.5
<p>Session Two: What is a Resource? Students become familiar with resources and how they apply to technology, workers, and the needs of businesses and industries</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Describe resources, particularly human and capital resources ▪ Define scarcity and opportunity cost ▪ Discuss technology as a capital resource in demand by most businesses <p>Concepts: capital resources, human resources, natural resources, opportunity cost, resources, scarcity, technology, technophile, technophobe Skills: addition and subtraction, decision-making, reading and writing, reasoning, teamwork, working in groups</p>	RI.5.2,4,7 RF.5.3-4 SL.5.1-4,6 L.5.1-4	5.OA.2 5.NBT.4-5 5.NBT.7	1.10
<p>Session Three: Job to Job Students examine the skills needed by jobs that are in demand by businesses in a free enterprise system</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Identify the skills that support high-growth, high-demand needs in the workplace ▪ Analyze their own skills to see how they fit in the workplace <p>Concepts: communication, demand, engineering skills, supply Skills: graph interpretation, problem-solving, reading and writing, teamwork, verbal communication, working in groups</p>	RI.5.2,4,7 RF.5.3-4 W.5S.2,4 SL.5.1-4,6 L.5.1-4	NA	
<p>Session Four: Cluster of Skills Students become familiar with job clusters and the background necessary for each job</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Identify clusters of jobs and the background required by those jobs ▪ Create a simple resume <p>Concepts: employer, employee, resume Skills: creative thinking, evaluation, oral and written communication, teamwork, working in groups</p>	RI.5.2,4,7 RF.5.3-4 W.5S.2,4 SL.5.1-4,6 L.5.1-4	5.OA.2 5.NBT.4-5 5.NBT.7	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Five: Worldwide Connections Students examine how specialization and technology have contributed to free enterprise and their effect on the global business world</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Describe specialization and competition in business ▪ Experience the global needs of many businesses <p>Concepts: competition, globally competitive, specialization</p> <p>Skills: communication, decision-making, graph interpretation, map reading, problem-solving, teamwork</p>	<p>RI.5.2,4,7 RF.5.3-4 SL.5.1-4,6 L.5.1-4</p>	<p>NA</p>	<p>1.12</p>
<p>Supplemental Session: Business Organization Students explore entrepreneurship and free enterprise</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Identify the three types of businesses organizations <p>Concepts: corporation, partnership, sole proprietorship, stock, stockholders</p> <p>Skills: brainstorming, role-playing</p>	<p>SL.5.1-4,6</p>	<p>NA</p>	<p>1.11</p>

JA More than Money

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Money in the Bank Students manage a bank account.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ identify the role of money in everyday life ▪ explain the benefits of a personal bank account <p>Concepts: bank account, deposit, earn, income, interest, money, register, savings, withdrawal</p> <p>Skills: active listening, completing forms, math computation, following directions, working in groups</p>	<p>RI.3.1-9 W.3.2,6-8 SL.3.1-3 L.3.1-2,4,6</p> <p>RI.4.1-8 W.4.1,4 SL.4.1,3 L.4.1,4</p> <p>RI.5.2,4,7 RF.5.3-4 W.5S.2,4 SL.5.1-4,6 L.5.1-4</p>	<p>3.OA.1,7-8 3.NBT.1-3 3.NF.1</p> <p>4.NBT.1,3-5 4.NF.4,6 4.MD.2</p> <p>5.OA.2 5.NBT.4-5,7</p>	
<p>Session Two: A Sense of Worth Students identify characteristics of a positive work ethic and manage a bank account.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ identify several characteristics of a positive work ethic ▪ distinguish between working for someone and self-employment ▪ identify ways to earn income through jobs or a small business ▪ practice personal money-management skills through business and ethical decision making <p>Concepts: business, employee, entrepreneur, income, job skills, mentor, money management, role model, self-employed, work ethic</p> <p>Skills: active listening, comparing and contrasting, completing forms, math computation, drawing, following directions, matching and classifying, working in groups</p>	<p>RI.3.1-9 W.3.2,6-8 SL.3.1-3 L.3.1-2,4,6</p> <p>RI.4.1-8 W.4.1,4 SL.4.1,3 L.4.1,4</p> <p>RI.5.2,4,7 RF.5.3-4 W.5S.2,4 SL.5.1-4,6 L.5.1-4</p>	<p>3.OA.1,7-8 3.NBT.1-3 3.NF.1</p> <p>4.NBT.1,3-5 4.NF.4,6 4.MD.2</p> <p>5.OA.2 5.NBT.4-5,7</p>	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Three: Balancing Act Students connect personal interests to possible business opportunities and manage a bank account</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ match personal skills with jobs and self-employment ▪ understand market research ▪ identify ways to share, save, and spend personal income ▪ practice personal money management skills ▪ practice making sound, personal financial choices ▪ discuss ways to evenly share, save, and spend money <p>Concepts: interests, market research, money management, skills</p> <p>Skills: basic math, charting data, comparing and contrasting, deductive reasoning, following written and verbal instructions, working in groups, self-assessment, taking turns, vocabulary building</p>	<p>RI.3.1-9 SL.3.1-3 L.3.1-2,4,6</p> <p>RI.4.1-8 SL.4.1,3 L.4.1,4</p> <p>RI.5.2,4,7 RF.5.3-4 SL.5.1-4,6 L.5.1-4</p>	<p>3.OA.1,7-8 3.NBT.1-3 3.NF.1</p> <p>4.NBT.1,3-5 4.NF.4,6 4.MD.2</p> <p>5.OA.2 5.NBT.4-5,7</p>	<p>2.1 2.2</p>
<p>Session Four: Building a Business Students develop a business plan and calculate business costs.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ define the basic steps in planning and starting a business ▪ calculate operating expenses and income for a small business ▪ develop a basic business plan based on their job skills and interests <p>Concepts: business plan, competition, estimate, expense, profit, start-up cost</p> <p>Skills: basic math, comparing and contrasting, deductive reasoning, problem-solving, reading and following directions, taking turns, vocabulary building</p>	<p>RI.3.1-9 SL.3.1-3 L.3.1-2,4,6</p> <p>RI.4.1-8 SL.4.1,3 L.4.1,4</p> <p>RI.5.2,4,7 RF.5.3-4 SL.5.1-4,6 L.5.1-4</p>	<p>3.OA.1,7-8 3.NBT.1-3 3.NF.1</p> <p>4.NBT.1,3-5 4.NF.4,6 4.MD.2</p> <p>5.OA.2 5.NBT.4-5,7</p>	<p>3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Five: Get SMART Students apply the SMART decision-making process and manage a bank account.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ practice using the SMART system to make consumer decisions ▪ identify the difference between personal and business spending ▪ manage money by making SMART business and consumer decisions ▪ apply the problem-solving steps needed to own and operate a business <p>Concepts: business consumer, money management, personal consumer</p> <p>Skills: basic math, comparing and contrasting, deductive reasoning, evaluating data, problem-solving, reading and following directions, role-playing</p>	<p>RI.3.1-9 SL.3.1-3 L.3.1-2,4,6</p> <p>RI.4.1-8 SL.4.1,3 L.4.1,4</p> <p>RI.5.2,4,7 RF.5.3-4 SL.5.1-4,6 L.5.1-4</p>	<p>3.OA.1,7-8 3.NBT.1-3 3.NF.1</p> <p>4.NBT.1,3-5 4.NF.4,6 4.MD.2</p> <p>5.OA.2 5.NBT.4-5,7</p>	<p>1.10</p>
<p>Session Six: What's the Catch? During recognize deceptive advertising practices and manage a bank account.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ recognize deceptive advertising ▪ apply money management skills in a simulated business ▪ record and track financial gains and losses in a simulated business ▪ promote business through advertising ▪ practice sound financial choices and cooperative decision-making skills ▪ apply the steps necessary to own and operate a small business <p>Concepts: advertisement, deceptive, money management</p> <p>Skills: basic math, comparing and contrasting, critical thinking, evaluating data, mind-mapping, problem-solving, reading and following directions, teamwork</p>	<p>RI.3.1-9 W.3.2,6-8 SL.3.1-3 L.3.1-2,4,6</p> <p>RI.4.1-8 W.4.1,4 SL.4.1,3 L.4.1,4</p> <p>RI.5.2,4,7 RF.5.3-4 W.5S.2,4 SL.5.1-4,6 L.5.1-4</p>	<p>3.OA.1,7-8 3.NBT.1-3 3.NF.1</p> <p>4.NBT.1,3-5 4.NF.4,6 4.MD.2</p> <p>5.OA.2 5.NBT.4-5,7</p>	<p>3.3</p>

JA America Works

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Who Am I? Students distinguish how major immigrant groups contributed to the U.S. economic during the 19th century.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ provide examples of immigrants’ contributions to the U.S. economy during the 19th century ▪ identify key information and characteristics related to select immigrant groups <p>Concepts: competition, emigration, entrepreneur, immigration, pull factor, push factor, vignette</p> <p>Skills: reading and interpreting data, working in groups</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</p>	<p>NA</p>	<p>1.10 1.12</p>
<p>Session Two: Roughing It Students evaluate costs and benefits when decision-making.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ give examples of how pioneers or settlers used their knowledge, skills, and experience to acquire a homestead and produce food for themselves and others ▪ recognize the significant role agriculture played in the economic development of the United States during the 1800s ▪ identify the risk factors as well as the costs and benefits involved in making a decision <p>Concepts: agriculture, benefit, cost, cost-benefit analysis, entrepreneurship, Homestead Act, opportunity cost, risk</p> <p>Skills: decision-making; gathering, interpreting, and organizing information; oral and written communication; working in groups</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>6.NS.3 7.NS.1-3</p>	<p>1.10 1.12</p>
<p>Session Three: Strike-It-Rich Students explore how natural resources played a significant role in the development of the U. S. economy during the 19th century.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ identify examples of natural resources ▪ describe the boomtown businesses that were needed to support the miners and mining industry <p>Concepts: assay office, boomtown, demand, entrepreneurship, Forty-niners, ghost town, ledger, livery stable, migration, mill, natural resources, opportunity cost, precious minerals, prospector, supply</p> <p>Skills: gathering information, math calculations, working in groups</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</p>	<p>6.NS.3 7.NS.1-3</p>	<p>1.10 1.12</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Four: In Pursuit of Progress Students examine how productive resources impacted the expansion of transportation in the 19th century.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ list several basic modes of transportation used in 19th-century America ▪ identify the productive resources—natural, human, and capital—that influenced the development of transportation during the 19th century <p>Concepts: canal, capital resources, human resources, modes of transportation, natural resources, productive resources, railroad, trade routes</p> <p>Skills: analyzing information, gathering and organizing information, oral communication, working in groups</p>	RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5	NA	1.10 1.12
<p>Session Five: Communication Transformation Students examine how different means of communication developed in America during the 19th century.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ explain how methods of communication developed in the 1800s helped expand commerce in the United States ▪ explain how the invention of the telegraph expanded business opportunities across America <p>Concepts: communication, decode, encode, innovation, Morse Code, newspaper, Pony Express, runners, technology, transcontinental telegraph, U.S. Postal Service</p> <p>Skills: decision-making, decoding messages, encoding messages, working in groups</p>	RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5	NA	1.10 1.12
<p>Session Six: Now What? Students develop ideas for an innovative product.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ describe how industrialization led to increased productivity during the 19th century ▪ describe the role of entrepreneurs in bringing new products to market ▪ create a plan for a new innovation <p>Concepts: entrepreneurship, industrialization, innovation, invention, productivity, scarcity</p> <p>Skills: analyzing information, critical thinking skills, oral communication, planning, working in groups</p>	RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5	6.NS.3 7.NS.1-3	1.10 1.12

JA Economics for Success

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Session One: Mirror, Mirror Students make choices to understand the concept of self-knowledge—their skills, interests, and values—and the structure of the world of work as they consider education, career, and other life choices.</p>	<p>Objectives: The students will: -explain self-knowledge, including personal skills, interest, and values. -identify careers of interest and how they are classified within the world of work Concepts: self-knowledge, world of work, choices, careers, skills, interests, values Skills: working in groups, classifying information, oral and written communication, self-assessment</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>NA</p>		<p>2</p>
<p>Session Two: Choose Your Success Students play the Choose Your Success game, in which the connection between personal finance, education, and career options is demonstrated.</p>	<p>Objectives: The students will be able to: -Identify the link between personal finance, education, and career options. -Apply decision-making to education and career options. Concepts: decision-making, higher education, self-knowledge, world of work Skills: critical thinking, oral and written communication, math calculations, working in groups</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>6.RP.1-3 6.NS.1-3</p> <p>7.RP.1-3 7.NS.1-3</p>		<p>1</p>
<p>Session Three: Keeping Your Balance Students receive Occupation Cards and observe how different jobs provide different monthly salaries. Based on these monthly salaries, students evaluate the opportunity cost of their decisions to form a budget. They then compare their spending decisions to suggested amounts on the cards.</p>	<p>Objectives: The students will: -Recognize that a balanced budget is important for workers of all income levels. -Differentiate between gross and net income. -Name ways to balance a budget. Concepts: budget, needs and wants, gross income, net income, opportunity cost Skills: critical thinking, interpreting data, math calculations</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</p>	<p>6.RP.1-3 6.NS.1-3</p> <p>7.RP.1-3 7.NS.1-3</p>		<p>1 2 3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Session Four: Savvy Shopper Students examine how consumers pay for goods and services. They discuss the advantages and disadvantages of using cash and credit, and play a game that reinforces their understanding of the cost of credit.</p>	<p>Objectives: The students will: -Identify the opportunity costs associated with using cash and credit. -Explain the advantages and disadvantages of using credit. -Identify appropriate situations to use cash and credit. Concepts: opportunity cost, credit, interest, debt Skills: problem solving, working in groups</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</p>	<p>6.RP.1-3 6.NS.1-3</p> <p>7.RP.1-3 7.NS.1-3</p>		7
<p>Session Five: Keeping Score Students examine how a credit score is determined, and learn about the positive and negative consequences of a credit report.</p>	<p>Objectives: The students will: -Describe the favorable or unfavorable outcomes of a personal credit score. -Explain actions that cause a credit score to go up or down. Concepts: credit, credit score Skills: analyzing information, math calculations, reading for understanding, working in groups</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>6.NS.1-3</p> <p>7.NS.1-3</p>		
<p>Session Six: Running the Risk Students learn that life involves risks and that insurance helps to reduce the financial consequences of risk.</p>	<p>Objectives: The students will: -Identify financial risks. -Explain how insurance provides a method to minimize risk. -Identify the opportunity cost of having insurance. Concepts: deductible, insurance, opportunity cost, policy, premium, risk Skills: analyzing information, reading for understanding, working in pairs</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</p>	<p>6.NS.1-3</p> <p>7.NS.1-3</p>		8

JA Global Marketplace

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: "X" Marks the Spot Working in groups to identify import items found throughout the classroom, students begin to recognize that trade with other countries affects their daily lives. Students understand that international trade occurs when nations want or need resources or services from other countries because they themselves cannot satisfy those needs and wants at reasonable costs.</p>	<p>Objectives: The students will: -define trade -explain why countries trade with one another -list at least five products or items imported from other countries and locate those on a world wall map Concepts: trade, market, domestic trade, international trade, imports, exports Skills: interpreting maps and globes, oral and written communication, working in groups, gathering and organizing information</p>	RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5	NA	1.10 1.11 1.12
<p>Session Two: You Be the Judge Students will learn that nations use several methods to increase their trade benefits. Agreements with one or more countries often are made to facilitate trade and avoid conflict.</p>	<p>Objectives: The students will: -identify quotas, tariffs, subsidies, embargoes, and standards as trade barriers governments use to control trade and increase benefits for their countries -describe how multilateral agreements can facilitate trade -describe how the World Trade Organization (WTO) functions as a court to help nations settle trade disputes Concepts: trade barrier, quota, subsidy, embargo, tariff, standard Skills: interpreting information; critical reading; persuasion, compromise, and bargaining; analyzing points of view</p>	RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5	6.RP.1-3 6.NS.1-3 6.SP.1-5 7.RP.1-3 7.NS.1-3 7.SP.1, 5-6 8.SP.1,2,4	1.12

Description	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Three: Let's Make a Deal Students work in groups to identify and understand the business practices used in other countries. Students discover that business practices vary from country to country and that understanding these practices can have a positive impact on trade.</p>	<p>Objectives: The students will: -explain how cultural practices vary from country to country -develop group plans to create a food franchise by learning about the business practices of select countries Concepts: business practices, culture, trade, franchise Skills: gathering and organizing information; interpreting maps, graphs, and charts; working in groups; oral and written communication</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>6.RP.1-3 6.NS.1-3 6.SP.1-5</p> <p>7.RP.1-3 7.NS.1-3 7.SP.1, 5-6</p> <p>8.SP.1,2,4</p>	<p>1.12 3.2</p>
<p>Session Four: People Power Students discover how the movement of people facilitates international trade. They discuss examples of immigration and, through creative activities, gain insight into the lives of immigrants. They learn that economic opportunity often is the driving force behind immigration and global trade.</p>	<p>Objectives: The students will: -describe reasons why people move from one country to another, particularly those seeking economic opportunity -give examples of contributions immigrants bring to the new countries and the hardships they often endure -identify global trade and immigration as a means of international exchange of human resources Concepts: global trade, immigrate, emigrate, entrepreneur, human resources Skills: brainstorming, critical thinking, making observations, working in groups, oral and written communication</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9</p> <p>SL.8.1-5 L.8.1-5</p>	<p>NA</p>	<p>1.12</p>

Description	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Five: World of Words Students discover how advances in communication and transportation have improved productivity and facilitated world trade. From moveable type to the Internet, students trace the international flow of information and its impact on world economies.</p>	<p>Objectives: The students will: -describe how improvements in technology and transportation and the sharing of ideas have impacted the flow of information and increased productivity -calculate productivity -list examples of technological developments throughout history Concepts: productivity, technology, input, output Skills: brainstorming, critical reading, making observations, oral and written communication, working in groups, math calculations</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>6.NS.1-3 7.NS.1-3</p>	
<p>Session Six: World of Money To participate in international trade, businesses and individuals must be able to purchase goods and services from each other. Students will learn that countries have different currencies with different values. To purchase goods from another country, it usually is necessary to use that country's currency. Some European countries have facilitated the currency exchange process by adopting the euro as a common currency.</p>	<p>Objectives: The students will: -explain why international trade requires an exchange of currency -convert U.S. dollars into another currency using an exchange rate -give possible reasons that countries might support or oppose a common currency Concepts: exchange rates, currency Skills: interpreting graphs and charts, gathering and organizing information, math calculations, working in groups</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>6.RP.1-3 6.NS.1-3 7.RP.1-3 7.NS.1-3</p>	<p>1.12</p>

JA It's My Business!

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: I Am an Entrepreneur Students identify entrepreneurial businesses and common entrepreneur characteristics.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ define entrepreneurship ▪ identify four key entrepreneurial characteristics ▪ recognize personal entrepreneurial characteristics <p>Concepts: business, customer, entrepreneur, innovative, product, profit, service, Think Tank</p> <p>Skills: active listening, deductive reasoning, following directions, group work, self-assessment</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</p>	<p>NA</p>	
<p>Session Two: I Can Change the World Students consider customer needs to brainstorm a product design.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ describe how entrepreneurs fill a market need ▪ discuss the role of market research in determining market need and competitive advantage <p>Concepts: apprentice, creative, fill a need, innovative, market, market research, self-taught</p> <p>Skills: active listening, brainstorming, estimating, group work, measuring, problem-solving</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>6.NS.1-3 7.NS.1-3</p>	<p>1.10 1.11</p>
<p>Session Three: I Know My Customer Students create advertising ideas for products.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ create effective advertisements for a variety of businesses <p>Concepts: advertising, customer, market, marketing, product</p> <p>Skills: creative thinking, critical thinking, decision-making, group work, self-assessment</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>6.RP.1-3 6.NS.1-3 6.SP.1-5</p> <p>7.RP.1-3 7.NS.1-3 7.SP.1, 5-6 8.SP.1,2,4</p>	<p>2.5</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Four: I Have an Idea Students participate in an auction.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ recognize how being creative and innovative are necessary entrepreneurial skills for starting a business ▪ verbally defend their decisions <p>Concepts: auction, auctioneer, bid, creative, innovative, profit</p> <p>Skills: active listening, critical thinking, money management, self-assessment</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</p>	<p>6.RP.1-3 6.NS.1-3 6.SP.1-5</p> <p>7.RP.1-3 7.NS.1-3 7.SP.1, 5-6</p> <p>8.SP.1,2,4</p>	<p>1.10</p>
<p>Session Five: I See a Need Students develop a business plan.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ analyze how entrepreneurs use their knowledge and abilities to create businesses ▪ develop business plans based on set criteria <p>Concepts: business plan, fill a need, know your customer and product, be creative and innovative, social entrepreneur, society</p> <p>Skills: analyzing information, critical thinking, group work, problem-solving, self-assessment</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</p>	<p>NA</p>	<p>1.10</p>
<p>Session Six: Celebrate Entrepreneurs! Students identify their entrepreneurial characteristics.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ identify characteristics they share with entrepreneurs ▪ create a Personal Entrepreneur Profile <p>Concepts: fill a need, know your customer and product, be creative and innovative, believe in yourself, entrepreneur profile</p> <p>Skills: analyzing, creative thinking, critical thinking, decision-making, interpreting information, point of view, self-assessment</p>	<p>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6</p> <p>RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6</p> <p>RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</p>	<p>NA</p>	

JA Banks in Action

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: The Building Blocks of Banking Students will study banking basics, including exploring the history of the industry, its primary operations and procedures, and its products and services.</p>	<p>Objectives: The students will: -examine banking history -describe how banks earn profits -recognize the effects of sound financial decisions Concepts: banking, products, services, profits Skills: active listening, following directions, group discussion, interpreting information, math computation, reading, teamwork</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.7 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	
<p>Session Two: The Spread Students are introduced to short-term deposit and loan products. They play a game that illustrates how a bank's income is affected by spread (the difference between the interest rate a bank charges borrowers and the rate it pays depositors).</p>	<p>Objectives: The students will: -identify four types of short-term deposit and loan products -explain why short-term deposit interest rates are typically low -explain why short-term loan rates are typically high -describe how banks earn income based on spread Concepts: liquidity, short-term deposit products, short-term loan products, interest rates Skills: active listening, analyzing information, critical thinking, decision-making, following directions, math computation, teamwork</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.7 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	2.3
<p>Session Three: Decide on Short-Term Products Students will review the key terms introduced during the previous sessions. Then they will be introduced to the <i>JA Banks in Action</i> computer simulation and compete in the game by adjusting short-term deposit and loan rates to become the team with the greatest assets.</p>	<p>Objectives: The students will: -identify key banking terms -understand the features of the <i>JA Banks in Action</i> simulation -use the <i>JA Banks in Action</i> simulation to make short-term deposit and loan rate decisions Concepts: interest rates, short-term deposit products, short-term loan products, spread Skills: active listening, analyzing information, computing, critical thinking, decision-making, following directions, math computation, teamwork</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.7 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	3.3

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Four: Long-Term Opportunity Students learn about long-term deposit and long-term loan products. They work in teams to determine the best banking products for a variety of scenarios. Students also consider capacity, character, and collateral when deciding whether or not to approve or deny a loan application.</p>	<p>Objectives: The students will: -identify long-term deposit and long-term loan products -explain why long-term deposit interest rates are higher than short-term deposit interest rates -explain why long-term loan rates are lower than short-term loan rates -explain the importance of balancing assets and liabilities Concepts: central bank, interest rates, long-term deposit products, long-term loan products, reserve requirement Skills: active listening, analyzing information, critical thinking, decision-making, math computation, problem-solving, public speaking, reading, teamwork</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.7 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>
<p>Session Five: Decide on Long-Term Products Students complete a flow chart that demonstrates balancing assets and liabilities. They also make long-term deposit and loan interest-rate decisions using the <i>JA Banks in Action</i> computer simulation.</p>	<p>Objectives: The students will: -explain the importance of balancing assets and liabilities -use the <i>JA Banks in Action</i> computer simulation to make long-term deposit and loan rate decisions Concepts: interest rates, long-term deposit products, long-term loan products Skills: analyzing information, critical thinking, decision-making, math computation, problem-solving, teamwork</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.7 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>
<p>Session Six: Spend Money to Make Money By analyzing a variety of banking research and development options, bank teams identify the best investment option. Then the teams create a list of benefits that can be used to promote their investment. They also make research and development and marketing decisions using the <i>JA Banks in Action</i> computer simulation.</p>	<p>Objectives: The students will: -analyze costs and benefits of a variety of research and development options -identify a list of benefits to promote to the public -make research and development and marketing decisions Concepts: research and development, marketing Skills: active listening, computer skills, cost-benefit analysis, critical thinking, decision-making, math computation, public speaking</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.7 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Seven: Behind the Scenes Students analyze a variety of banking job descriptions. In teams, they will identify ways in which they can invest in their own human capital.</p>	<p>Objectives: The students will: -analyze a variety of banking careers -identify opportunities to invest in their own human capital Concepts: banking careers, human capital Skills: active listening, critical thinking, decision-making, reading, teamwork</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.7 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	
<p>Session Eight: The Competition—Bank of Choice Students review the banking concepts explored in previous sessions. Using this knowledge, they compete in a classroom competition to become the banking team with the most assets—the Bank of Choice.</p>	<p>Objectives: The students will: -describe how key banking decisions affect bank performance Concepts: interest rates, marketing, research and development Skills: computer skills, critical thinking, data analysis, decision-making, math computation</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.7 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	3.3

JA Be Entrepreneurial

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Introduction to Entrepreneurship Students test their knowledge about entrepreneurship, and they begin the process to select a product or service for a business venture.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Recognize the elements of a successful business start-up ▪ Evaluate myths and facts about entrepreneurship ▪ Consider product-development options <p>Concepts: entrepreneur, entrepreneurial spirit, non-profit business, product development, social entrepreneur</p> <p>Skills: analyzing information, categorizing data, decision-making, evaluating alternatives, oral and written communication, presenting information, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	
<p>Session Two: What's My Business? Students select a product or service for a business venture.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Recognize the importance of carefully selecting a product or service before starting a business ▪ Apply passions, talents, and skills to a market-needs assessment to determine the basis of a business plans. <p>Concepts: entrepreneur, franchise, non-profit business, product development</p> <p>Skills: analyzing information, categorizing data, decision-making, evaluating alternatives, oral and written communication, presenting information, reading for understanding, working pairs</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Three: Who's My Customer? Students analyze potential markets.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Recognize the importance of analyzing markets ▪ Apply a needs assessment to the market available to a specific product <p>Concepts: advertisement, entrepreneur, customer, demographic, market needs, marketing</p> <p>Skills: analyzing information, categorizing data, decision-making, evaluating alternatives, graphic presentation, oral and written communication, presenting information, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>
<p>Session Four: What's My Advantage? Students determine how to set a product apart from competition.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Define competitive advantages and recognize them in other businesses ▪ Express the importance of selecting competitive advantages that offer an edge over the competition for a product and market <p>Concepts: competitive advantages, customer, entrepreneur, profit, product</p> <p>Skills: analyzing information, categorizing data, decision-making, evaluating alternatives, graphic presentation, oral and written communication, presenting information, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>2.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Five: Competitive Advantages Students decide how to set a product or service apart from the competition.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Evaluate competitive advantages ▪ Select competitive advantages that will drive a developing business venture <p>Concepts: competitive advantages, entrepreneur, profit</p> <p>Skills: analyzing information, categorizing data, decision-making, evaluating alternatives, oral and written communication, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	
<p>Session Six: Ethics Are Good for Business Students consider consequences in making ethical business decisions.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Evaluate short- and long-term consequences in making ethical decisions ▪ Express that being ethical can be good for business <p>Concepts: consequences, entrepreneur, ethical dilemma, ethics, social responsibility, stakeholder</p> <p>Skills: analyzing information, categorizing data, decision-making, expressing multiple viewpoints, evaluating alternatives, oral and written communication, reading for understanding, weighing consequences, working in pairs</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Seven: The Business Plan Students compile a sample business plan.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Compile entrepreneurial elements into a sample business plan <p>Concepts: business plan, competitive advantages, entrepreneur, ethics, financing, management, market, product development</p> <p>Skills: analyzing information, business planning, categorizing data, decision-making, evaluating alternatives, oral and written communication, reading for understanding, working in pairs</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>

JA Business Ethics

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Introduction to Ethics—Ethos Island Students participate in a simulation that introduces them to the topic of ethics. They examine the rationale for ethical standards in an interdependent group.</p>	<p>Objectives: The students will: -define ethics and interdependence -express the rationale of the importance of ethical behavior in an interdependent group—personal interest versus society’s best interest -recognize how ethics are different from rules Concepts: ethics, interdependence, ethics versus rules, ethics rationale Skills: analyzing information, categorizing data, decision-making, oral and written communication, public speaking, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11.12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	
<p>Session Two: Personal Ethics—Values, Goals, and Choices Students analyze personal ethical beliefs and examine their own values and goals. Students begin to make plans for achieving one-, five-, and ten-year goals.</p>	<p>Objectives: The students will: -evaluate personal values in ethical dilemmas -articulate and identify the steps necessary to maintain and accomplish personal values and goals -recognize the importance of identifying and understanding personal values as a means of avoiding unethical choices Concepts: ethics, beliefs, values, ethical dilemmas, goals, goal obstructions, goal assistants Skills: analyzing information, categorizing data, decision-making, oral and written communication, public speaking, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11.12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Three: Ethical Dilemmas—How to Decide? Students are introduced to four major ethics theories and apply them to scenarios while analyzing their own ethical philosophy.</p>	<p>Objectives: The students will: -recognize their assumptions and beliefs about ethics and how their views align with the major theories of ethics Concepts: ethics, ethical dilemma, making ethical decisions Skills: analyzing information, categorizing data, decision-making, oral and written communication, public speaking, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11.12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	
<p>Session Four: Work Ethics—Ethical Decision-Making Students explore an ethical decision-making model and evaluate their personal decision-making processes.</p>	<p>Objectives: The students will: -apply an ethical decision-making process to workplace dilemmas -evaluate possible changes to their own decision-making processes Concepts: ethics, ethical dilemmas, stakeholder, gatekeeper, ethical decision-making, values Skills: analyzing information, categorizing data, decision-making, oral and written communication, public speaking, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11.12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Five: Organizational Ethics Students explore professional duties and ethical conflicts within various departments in a business. Working in groups, they apply their knowledge to a real-life situation.</p>	<p>Objectives: The students will: -express ethical conflicts as situations vary by job and department in a business -apply to the scenarios information about each department’s potential ethical challenges Concepts: ethics, ethical dilemma, organizational ethics, ethical challenges in job responsibilities Skills: analyzing information, categorizing data, decision-making, oral and written communication, public speaking, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11.12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	
<p>Session Six: Social Responsibility Working in groups, students explore two prevalent, but conflicting, theories of social responsibility in business ethics and compare their personal beliefs and behaviors with both theories.</p>	<p>Objectives: The students will: -recognize and apply the two prevalent theories of social responsibility in business ethics -evaluate personal values related to the theories of social responsibility in business ethics Concepts: ethical obligations, profit, social responsibility theories, stakeholders, stockholders Skills: analyzing information, categorizing data, decision-making, oral and written communication, public speaking, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11.12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Seven: Global Business Ethics—Multinational Issues Through a role-playing Session, students explore several complex ethical issues found in global business. This culminating session incorporates overall program concepts.</p>	<p>Objectives: The students will: -recognize the connection between interdependence, social responsibility choices, and ethical decision-making through exploration of global issues Concepts: ethics, board of directors, multinational corporation, global business issues, profit, values Skills: analyzing information, categorizing data, decision-making, oral and written communication, public speaking, reading for understanding, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11.12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

JA Careers with a Purpose

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: A Sense of Purpose Students explore the various roles they will play in their lives and how their own skills, interests, and values will help define those roles.</p>	<p>Objectives: The students will: -explain the concept of life roles -express their skills, interests, and values -select maxims that help define their noble purpose Concepts: career choices, life roles, maxim, noble purpose, world of work Skills: analyzing information, building self-confidence, oral and written communication, working in groups</p>	RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	NA	
<p>Session Two: What Do You Value? Students discuss values and the ways in which they prefer to work. They explore scenarios in which their values are tested and work decisions are made, and then examine how they arrive at their decisions.</p>	<p>Objectives: The students will: -define their values Concepts: career choices, life roles, maxim, noble purpose, world of work Skills: analyzing information, building self-confidence, oral and written communication, working in groups</p>	RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	NA	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Three: What's in a Name? Jobs vs. Careers Students explore the differences between a job and a career and learn how they can apply their skills, interests, and values to a career with a noble purpose.</p>	<p>Objectives: The students will: -explain the differences between a job and a career with a noble purpose -understand that their skills, interests, and values align with multiple career options Concepts: career, job, noble purpose Skills: analyzing information, categorizing data, oral and written communication, public speaking, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	
<p>Session Four: The World of Work Students explore the world of work and see how their skills, interests, and values align with various career clusters, pathways, and careers.</p>	<p>Objectives: The students will: -identify a way to structure the world of work -analyze their skills, interests, and values, and explore career clusters, pathways, and careers Concepts: career, job, noble purpose Skills: analyzing information, categorizing data, oral and written communication, public speaking, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Five: Your Decisions Students make decisions as if they were employed in a real-world, high-growth, high-demand industry.</p>	<p>Objectives: The students will: -follow a decision-making process to make choices about work Concepts: career, job, noble purpose Skills: analyzing information, categorizing data, oral and written communication, public speaking, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	
<p>Session Six: Your Code of Conduct Students discuss ethics in the workplace and understand how personal ethics and business ethics can intersect.</p>	<p>Objectives: The students will: -explain how personal ethics can affect business decisions Concepts: career, job, noble purpose Skills: analyzing information, categorizing data, oral and written communication, public speaking, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Seven: Take Action Students use a decision-making process to consider post-high school career options.</p>	<p>Objectives: The students will: -make a decision about what they plan to do in the future Concepts: career, job, noble purpose Skills: analyzing information, categorizing data, oral and written communication, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

JA Company Program

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Meeting One: Students determine company values.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ determine how fundamental leadership principles create an effective company environment ▪ identify the company's departmental structure and associated leadership roles ▪ discuss the company's values ▪ consider a company name ▪ discuss the company's Capitalization Plan <p>Concepts: board of directors, book value, capital, corporation, dividend, leadership, liquidation, shareholders, stock, stock certificate, values, vision, mission</p> <p>Skills: gathering and organizing information, reading for understanding, oral and written communication, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	3.3
<p>Meeting Two: Students form a company and determine department responsibilities.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ classify the components of a Business Opportunity ▪ identify department responsibilities ▪ approve the company Charter Application and Bylaws ▪ initiate a Company Capitalization plan <p>Concepts: bylaws, board of directors, bookkeeping, business plan, capital, charter, dividend, human resources, liquidation, marketing, parliamentary procedure, production, profit, public relations</p> <p>Skills: analyzing and interpreting information, critical reading, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	3.3

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Meeting Three: Students conduct market research and develop a business plan.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ conduct market research to isolate a target market ▪ develop a market survey ▪ analyze product options ▪ generate questions regarding each department’s Business Plan <p>Concepts: market research, market survey</p> <p>Skills: product analysis, interpretation of information, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>2.5 3.3</p>
<p>Meeting Four: Students select a product and establish sales goals.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ complete the Product Evaluation Form ▪ create sales goals for the company and individuals ▪ finalize and submit department Business Plans ▪ select a JA company product <p>Concepts: break-even point, cost-benefit analysis, fixed costs, gross profit, material cost per unit, net price, product evaluation, sales commission, variable costs</p> <p>Skills: gathering and organizing information, synthesizing and evaluating data, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>2.5 3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Meeting Five: Students participate in a business meeting and approve a business plan.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ initiate the organization and/or production of the product ▪ maintain accurate, organized department records of all transactions <p>Concepts: business plan, meeting agenda, parliamentary procedure</p> <p>Skills: working in groups, oral and written communication, public speaking, synthesizing and evaluating information</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>
<p>Meeting Six: Students initiate company operations.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ initiate purchasing materials for production ▪ prepare records needed for company operations ▪ identify the Sales Order Forms and the product sales process <p>Concepts: business plan, production, sales</p> <p>Skills: listening, making observations, oral and written communication, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Meeting Seven: Students implement the business plan.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ refine and implement all aspects of the company Business Plan ▪ prepare to sell the product to the defined target market ▪ continue production ▪ maintain accurate, organized records of all transactions <p>Concepts: business plan, production, sales Skills: oral and written communication, making observations, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>
<p>Meeting Eight: Students implement sales strategies.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ identify effective sales techniques and strategies ▪ recognize ineffective production strategies and adjust accordingly <p>Concepts: close, production, sales call, sales strategies Skills: oral and written communication, brainstorming, public speaking, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Meeting Nine: Students evaluate business actions and propose changes to company operations.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ continue sales and production of product ▪ refine departmental strategies <p>Concepts: best practices, group assessment, production</p> <p>Skills: synthesizing and evaluating information, making observations, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	3.3
<p>Meeting Ten: Students prepare an annual report.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ identify and evaluate production and inventory needs for the final product sales ▪ begin to prepare all liquidation forms and records needed for the Annual Report <p>Concepts: annual report, liquidation, production</p> <p>Skills: evaluating and synthesizing information, interpreting production inventory, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	2.3 3.3
<p>Meeting Eleven: Students reflect on the JA experience and consider personal entrepreneurial opportunities.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ explore the JA Student Center and JA Career Assessment tools ▪ create a Personal Action Plan ▪ complete all Liquidation Reports ▪ compile the Annual Report <p>Concepts: action plan, business opportunities, entrepreneur</p> <p>Skills: individual and company reflection and evaluation, interpreting information, self-assessment</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 L.11-12.1-4 L.11-12.6</p>	NA	2.5 3.3

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Meeting Twelve: Students liquidate company assets and present the Annual Report.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ distribute stockholder dividends ▪ celebrate their company's success <p>Concepts: liquidation, parliamentary procedure</p> <p>Skills: individual and company reflection, group and self-assessment, synthesizing and evaluating information, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>3.3</p>

JA Economics

Topic Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Topic One: Introduction to Economics Chapters 1 and 2 introduce the basic economic problems facing all societies and focus on the structure and values underlying the U.S. economic system.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> -describe the nature of human wants and how they are satisfied -identify and define the four factors of production -define the meanings of scarcity and opportunity cost -explain the key ideas in the economic way of thinking -explain what it means to think at the margin -describe the choices businesses face and a major goal of business -identify the basic economic decisions facing all societies -describe the two branches of economics -explain why private property, specialization, voluntary exchange, the price system, market competition, and entrepreneurship are considered the pillars of free enterprise -describe the nature of command, traditional, and mixed economic systems -explain the three kinds of models economists use -describe how the circular flow of money, resources, and products explains the function of a free market economy -define money and explain its three functions -identify the goals of the U.S. economic system 	<ul style="list-style-type: none"> RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6 	NA	1.10 1.11 1.12	

Topic Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Topic Two: Supply, Demand, Market Prices, and the Consumer Chapters 3 through 5 describe the price system and the operation of the laws of supply and demand in a market economy, and supply students with analytical tools they can use throughout the course. Chapter 6 focuses on the role of consumers in a market economy and various consumer issues.</p>	<p>Objectives: The students will: -explain the role prices play in a market economy -define demand and describe how it illustrates the price effect -explain why people buy more of something at lower prices and less at higher prices -describe the relationship between individuals' demands and market demand -define the price elasticity of demand and explain what determines it -describe the difference between the price effect and a change in demand -describe how supply is related to opportunity cost -define supply and explain the price effect related to supply -explain why producers want to sell more of something at higher prices and less at lower prices -describe the relationship between market supply and the supplies of individual sellers -explain the price elasticity of supply and what determines it -describe the difference between the price effect and a change in supply -describe how competitive markets "clear" the amount buyers want to purchase with the amount sellers want to sell -explain the nature of shortages and surpluses and how market competition eliminates them -describe how market-clearing prices motivate people to produce goods and services -describe the kinds of changes that occur in demand and supply, and how these changes affect market-clearing prices -identify the two main sources of household income -describe the factors that influence wealth accumulation -explain how personal budgets help people make good choices as consumers and savers -identify options to consider when making saving and investment decisions -describe advantages and disadvantages of using credit -explain how consumer interests are protected in our economy</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 1.11 1.12</p>	<p>1 2 3 4 5 6 7</p>

Topic Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Topic Three: Businesses and Their Resources Chapters 7 through 11 discuss the business and economic principles that guide decision-making in business firms. The roles of profit, business organization, business finance, productivity, market structure, and other related topics are addressed.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> -identify the characteristics of entrepreneurs -explain the role of small business in the U.S. economy -identify information that can be helpful in starting a small business -explain advantages and disadvantages of sole proprietorships, partnerships, and corporations and identify other types of business organizations -describe how large corporations are organized -describe how financial markets help businesses obtain capital resources -define equity and explain how it is used to finance business growth -identify the ways businesses save -define what a stock market is and describe why it is important -distinguish between a balance and an income statement -define Gross Domestic Product (GDP) and how it is measured -explain how Real GDP is calculated and how changes in Real GDP affect living standards -define Real Per Capita GDP -define the meaning of productivity -identify ways in which businesses have improved productivity -explain why production costs change as output changes -define the law of diminishing marginal returns and how this law affects production costs -explain economies of scale -describe how labor productivity enables businesses and workers to earn more over time while providing better and lower-priced products -describe major changes in the U.S. labor force over the past 100 years -identify what accounts for differences in wages and salaries -identify non-market forces that affect the labor force -describe how unions arose in the U.S. and how their growth was influenced by legislation -identify aspects of current labor-management relations -explain how firms in the four types of market structure make production and pricing decisions -describe the types of business mergers -explain how marketing helps businesses compete -identify the four P's of marketing 	RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	NA	1.10 1.11 1.12	

Topic Description	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Topic Four: Government, Banking, and Economic Stability In chapters 12 through 14, the focus shifts to the larger economy and the roles of government and financial institutions, as well as monetary and fiscal policies used to moderate the economy's ups and downs.</p>	<p>Objectives: The students will: -describe the four referee roles the federal government fulfills in the economy -explain how the federal government manages the economy -describe how the federal government spends and raises its money -identify and define the two principles of taxation -explain how proportional, progressive, and regressive taxes differ -describe the justifications for and the criticisms of federal deficits and the national debt -define money and describe its functions -describe the kind of money in use in the United States -explain the services banks and other financial institutions offer -describe how banks create money -explain what the Federal Reserve System is and what it does -explain why the value of money changes -identify the nature of inflation and describe how people are affected by it -identify and describe the major indicators economists use to measure the health of the economy -explain the components of the Gross Domestic Product -define unemployment and describe the types of unemployment -explain the tools of fiscal policy -explain the tools of monetary policy -describe the advantages and disadvantages of fiscal and monetary policies</p>	RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	NA	1.7 1.8 1.9	

Description	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Topic Five: The Global Economy Chapters 15 and 16 discuss the costs and benefits of international trade, describe the structure and values of other economic systems, and address economic growth and development in industrialized and developing nations.</p>	<p>Objectives: The students will: -explain why international trade is considered a two-way street -describe how imports and exports depend on each other -explain how absolute and comparative advantage differ -explain why productivity is important in international trade -identify the arguments for and against trade barriers -describe the purpose of international trade organizations -explain the nature of exchange rates and why they change -explain why a nation's balance of payments always balances -define and describe globalization -identify the worldwide changes that have occurred as a result of globalization -explain the relationship between economic development and population growth -describe how China has changed its economy to achieve greater prosperity -identify the concerns about income growth in less-developed countries -explain the role property rights and markets can play in the protection of environmental resources -describe how governments can use market incentives to protect the environment</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 1.11 1.12</p>	

JA Exploring Economics

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Session One: Economic Systems—Who Makes the Big Decisions? Examine how the economic system a society uses for production, distribution, and consumption of goods and services significantly affects the individuals in that society.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Analyze the impact of a society’s economic system on the decisions it makes about the production, distribution, and consumption of goods and services. ▪ Evaluate how the following characteristics affect the efficiency of a market: money, private property, limited government, exchange of resources in available markets, and entrepreneurship <p>Concepts: Command economy, Distribution, Economic systems, Economics, Market economy, Production</p> <p>Skills: Analyzing information, Categorizing data, Decision-making, Evaluating alternatives, Oral and written communication, Reading for understanding, Working in groups</p>	RI.9-10.2 RI. 9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	S-IC .1 S-IC .3 S-IC .6	1.10 1.11 1.12 2.5	
<p>Session Two: Supply and Demand—What’s It Worth to You? Illustrate the impact of supply and demand on the economy by participating in an economic situation using real-life examples.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Review the concepts of supply and demand. ▪ Define the term market-clearing price. ▪ Demonstrate the interaction between supply and demand in a free-market economy. ▪ Respond to real-life examples of price and other market forces that influence supply and demand and the market-clearing price. <p>Concepts: Demand, Economics, Market-clearing Price, Supply, Supply and demand</p> <p>Skills: Analyzing information, Categorizing data, Decision-making, Evaluating alternatives, Listening for understanding, Oral and written communication, Working in groups</p>	RI.9-10.2 RI. 9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	S-IC .1 S-IC .3 S-IC .6	3.3	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Session Three: Supply and Demand—The JA Market Game Demonstrate the interaction of supply and demand and how market forces affect the prices of products.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Explain the interaction between supply and demand in a free-market economy, with the market’s drive toward the market-clearing price. ▪ Apply real-life examples of market forces that influence supply and demand <p>Concepts: Demand, Economics, Market-clearing Price, Supply Skills: Analyzing information, Categorizing data, Charting, Decision-making, Graphing, Negotiating, Oral and written communication, Working in groups</p>	RI.9-10.2 RI. 9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	S-IC .1 S-IC .3 S-IC .6	3.3	
<p>Session Four: Saving, Spending, and Investing Explore concepts related to consumers, savers, and investors, including how wealth increases in different saving and investing options. Compare the characteristics, risks, and rewards of several options.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Recognize ways to earn and increase wealth through saving and investing. ▪ Analyze examples of wealth acquired through saving and investing. ▪ Evaluate different methods of saving and investing, including varied risk and rewards. <p>Concepts: Banks as borrower and lender, Economics, Investing options, Risk versus reward, Saving options, Simple interest Skills: Analyzing information, Categorizing data, Decision-making, Oral and written communication, Public speaking, Reading for understanding, Working in groups</p>	RI.9-10.2 RI. 9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	S-IC .1 S-IC .3 S-IC .6	3.3	4

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Session Five: Government’s Role in the Market Analyze the effect of government on the economy, including intervention through the production of public goods and services, taxes, and its role in protecting private property.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Categorize public versus private goods, and explain why governments intervene in the economy by providing public goods. ▪ Express why individuals and businesses pay taxes. ▪ Analyze the impact of the government’s role in protecting private property. <p>Concepts: Economics, Free-rider problem, Non-rivalry, Private property, Public vs. private goods, Public vs. private sector, Taxes</p> <p>Skills: Analyzing information, Categorizing data, Decision-making, Oral and written communication, Public speaking, Working in groups</p>	<p>RI.9-10.2 RI. 9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>S-IC .1 S-IC .3 S-IC .6</p>	<p>1.7 1.8 1.9</p>	
<p>Session Six: Money, Inflation, and the CPI Learn about inflation and its effect on prices, consumer purchasing power, the willingness of financial institutions to loan money, and how the Consumer Price Index (CPI) monitors inflation.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Define inflation and demonstrate its connection to the availability and value of money in a market, as well as its effect on prices and consumer purchasing power. ▪ Explain and calculate how the Consumer Price Index (CPI) measures consumer prices. ▪ Recognize that inflation can impair a market economy by affecting consumer confidence and funds available for investment. <p>Concepts: Consumer Price Index (CPI), Consumer purchasing power, Economics, Federal Reserve System, Inflation, Inflation rate, Percentage change, United States Bureau of Labor Statistics (BLS)</p> <p>Skills: Analyzing information Categorizing data, Oral and written communication, Public speaking, Reading for understanding, Solving algebraic equations, Working in pairs</p>	<p>RI.9-10.2 RI. 9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>A-SSE.1 A-SSE.3 A-REI.1-3 S-IC .1 S-IC .3 S-IC .6</p>		<p>5</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies	Personal Finance
<p>Session Seven: International Trade Compare trade policies and the global economy based on the increased utility (satisfaction) of international trade.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Describe the significance of international trade. ▪ Analyze the impact of trade on national and international utility. <p>Concepts: Economic isolationism, Economics, International trade, Regional trade, Trade restrictions, Tariff, Utility, World trade</p> <p>Skills: Categorizing data, Evaluating information, Negotiating, Oral and written communication, Public speaking, Working in groups</p>	<p>RI.9-10.2 RI. 9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>S-IC .1 S-IC .3 S-IC .6</p>	<p>1.11 1.12</p>	

JA Job Shadow

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: Perfect Match Working in groups, students conduct mock interviews. They are introduced to the 16 Success Skills and the Job Shadow experience.</p>	<p>Objectives: The students will: -identify and evaluate skills based on personal experience -demonstrate effective interviewing skills Concepts: interests, interview, resume, skills Skills: analyzing information, critical thinking, oral and written communication, public speaking, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	
<p>Session Two: Now What? Individually, the students prepare a resume and complete the paperwork necessary for the upcoming Job Shadow site visit.</p>	<p>Objectives: The students will: -prepare a personal resume -evaluate work-readiness skills Concepts: career cluster, resume, work-readiness skills Skills: analyzing and interpreting information, brainstorming, self-assessment</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Three: Looking Back Students use the work-readiness skill Reflect and Evaluate to complete a personal action plan.</p>	<p>Objectives: The students will: -evaluate their personal progress -prepare a business thank-you note Concepts: reflect and evaluate Skills: goal-setting, written communication, self-assessment</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	

JA Personal Finance

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Social Studies
<p>Session One: Plan to Earn Students learn that healthy personal finances take planning and managing. They begin to analyze major life events and issues that have financial implications.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Recognize the role income plays in personal finances. • Evaluate the effect their educational choices have on lifetime earnings. • Describe the importance of planning in making financial decisions. <p>Concepts: Earnings, Education, Lifetime earnings, Personal finances Skills: Analyzing information, Decision making, Evaluating alternatives ,Oral and written communication Prioritizing information, Using a timeline, Working in pairs</p>	<p>SL.9-10.1 SL.11-12.1 L.9-10.1 L.11-12.1 L.9-10.4 L.11-12.4</p>	<p>1.10</p>
<p>Session Two: Saving for Life Students analyze the role saving plays in their personal finances and how having a healthy savings plan is necessary in all phases of life.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Recognize high-dollar items and unexpected costs that require savings. • Review key concepts related to successfully saving money. <p>Concepts: Budgeting, Compound interest, Investing, Opportunity cost, Pay yourself first, Principal , Saving money, Savings Skills: Analyzing information, Categorizing data, Decision making, Evaluating alternatives, Oral and written communication, Prioritizing</p>	<p>SL.9-10.1 SL.11-12.1 L.9-10.1 L.11-12.1 L.9-10.4 L.11-12.4</p>	
<p>Session Three: The Budget Game Students investigate budgeting and why many people have difficulty staying within a budget.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Recognize the importance of making and keeping a spending plan. • Consider the wide range of expenditures that might make up a monthly budget. <p>Concepts: Budget, Budgeting, Expense, Fixed Expenses, Income, Opportunity cost , Variable Expenses Skills: Analyzing information, Categorizing data, Decision making, Evaluating alternatives, Oral and written communication, Prioritizing, Working in teams</p>	<p>SL.9-10.1 SL.11-12.1 L.9-10.1 L.11-12.1 L.9-10.4 L.11-12.4</p>	<p>1.10</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Social Studies
<p>Session Four: Credit Choices Students analyze the importance of credit and the outcomes of wise and poor use of credit.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Recognize the importance of credit as part of personal finances. • Express the need to make good credit decisions to avoid costly consequences. <p>Concepts: Debt, Credit, Credit cards, Credit reports and scores, Interest Skills: Analyzing information, Creativity, Evaluating alternative, Graphic presentation, Oral and written communication, Reading for understanding, Working in groups</p>	<p>W.9-10.2 W.11-12.2 W.9-10.3 W.11-12.3 SL.9-10.4 SL.11-12.4 L.9-10.4 L.11-12.4</p>	
<p>Session Five: Savvy Consumer Groups work together to create public service announcements (PSAs) to inform each other of risks they could face in their finances and identify ways to protect themselves from potential loss.</p>	<p>Objectives Students will be able to:</p> <ul style="list-style-type: none"> • Recognize potential risks to their personal finances. • Describe appropriate preventive methods to limit potential losses. <p>Concepts: Consumer protection, Fraud, Identity theft, Insurance, Risk, Risk management Skills: Analyzing information, Creativity, Decision making, Visual and written communication, Reading for understanding, Working in groups</p>	<p>SL.9-10.1 SL.11-12.1 L.9-10.1 L.11-12.1 L.9-10.3 L.11-12.3 L.9-10.4 L.11-12.4</p>	2.5

JA Success Skills

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: It's My Life Students are introduced to the 16 Success Skills. Working in groups, they evaluate sample resumes to determine which job candidate they would hire.</p>	<p>Objectives: The students will: -identify personal work-readiness skills -complete a personal skills assessment -explore connections between their personal assessment and their dreams, values, goals, and skills Concepts: choices, communication, values Skills: analyzing information, critical thinking, deductive reasoning, oral and written communication, self-assessment, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	
<p>Session Two: Listen Up Working with partners, students participate in a role-playing Session designed to develop effective speaking and listening skills. Using verbal and nonverbal cues, they learn how to build rapport with others.</p>	<p>Objectives: The students will: -explore strategies of effective formal and informal workplace communication -identify nonverbal communication uses and implications -complete an informal self-assessment Concepts: building rapport, careers, communication Skills: active listening, analyzing information, public speaking, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	
<p>Session Three: Stay Connected By analyzing case studies and completing a puzzle Session, students recognize the need for teamwork and cooperation in the workplace.</p>	<p>Objectives: The students will: -identify the role of cooperation, integrity, and respect in effective teamwork -evaluate strategies for working effectively with others to achieve a mutual goal -complete an informal self-assessment Concepts: choices, effective teamwork, synergy Skills: analyzing points of view, brainstorming, cooperation, interpreting information, problem-solving</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Four: Resolve Conflict Working in teams, students develop solutions to potential workplace conflicts. They consider win/win, win/lose, and lose/lose responses to conflict.</p>	<p>Objectives: The students will: -evaluate and apply effective speaking and listening skills to resolve conflict -identify and implement win/win solutions to conflict -complete an informal self-assessment Concepts: conflict resolution, oral communication Skills: problem-solving, self-assessment, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	
<p>Session Five: Work Smart Working in groups, students participate in a game show in which they practice their decision-making skills by solving common workplace problems.</p>	<p>Objectives: The students will: -identify and apply strategies necessary for effective problem-solving in real-life contexts -complete an informal self-assessment Concepts: oral communication, evaluating information Skills: categorizing data, reflect and evaluate, self-assessment, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Six: The Marketing Spin Working in groups, the students practice the Success Skill Reflect and Evaluate. They identify the connection between advertising a product and promoting themselves.</p>	<p>Objectives: The students will: -analyze and assess product advertising -present selected products based on advertising information -assess and evaluate personal information and prepare a resume Concepts: career choice, data collection, marketing Skills: oral communication, reflect and evaluate, self-assessment, synthesizing and evaluating information, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	
<p>Session Seven: It's My Future During this final session, students participate in mock employment interviews. They review the 16 Success Skills presented throughout the course of the program.</p>	<p>Objectives: The students will: -identify effective interviewing skills -evaluate peers and provide feedback -reflect on the <i>JA Success Skills</i> experience Concepts: build rapport, careers, cooperation, job interviews, problem-solving, reflect and evaluate, resolve conflict Skills: analyzing information, oral communication, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	NA	

JA Titan

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session One: How Much? How Many? Students explore how price and production can affect business performance.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ explain how product price makes an impact on profits ▪ describe how production can affect price, sales, and profit <p>Concepts: assembly line, break-even point, business management, fixed costs, law of diminishing returns, loss, price, product, production, profit, resources, variable costs</p> <p>Skills: data analysis, decision-making, mathematical skills, oral communication, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 3.3</p>
<p>Session Two: How Much? How Many? – The Simulation Students make decisions about price and production levels using the JA Titan computer simulation.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ make informed business price and production decisions <p>Concepts: business management, fixed costs, law of diminishing returns, price, production, variable costs</p> <p>Skills: data analysis, decision-making, mathematical skills, oral communication, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Three: Cutting Edge Students design a marketing plan.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ explore why a business conducts research and development ▪ explain how businesses determine their target markets and conduct market research ▪ explain how marketing affects sales ▪ identify key marketing strategies <p>Concepts: demographics, four P's of marketing, market research, marketing, product life cycle, research and development, target market</p> <p>Skills: analyzing information, critical thinking, decision-making, mathematical skills, oral communication, planning, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 3.3</p>
<p>Session Four: Cutting Edge – The Simulation Students make decisions about price, production, and research and development using the JA Titan computer simulation.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ make informed research and development and marketing decisions <p>Concepts: demographics, four P's of marketing, market research, marketing, price, production, product life cycle, research and development, target market</p> <p>Skills: analyzing information, critical thinking, decision-making, mathematical skills, oral communication, planning, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Five: Make an Investment Students solicit capital investment.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ discuss reasons that businesses use different capital investment strategies ▪ make recommendations for capital investment based on set parameters ▪ define charitable giving and explain why businesses make decisions to share their resources <p>Concepts: business management, capital investment, cash flow, charitable giving, investors</p> <p>Skills: analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 3.3</p>
<p>Session Six: Make an Investment – The Simulation Students make decisions about capital investment, price, production, research and development, and charitable giving using the JA Titan computer simulation.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ make business decisions by applying their knowledge to a business simulation ▪ use what they have learned about price, production, research and development, marketing, capital investment, and charitable giving to make business decisions using the JA Titan computer simulation <p>Concepts: business management, capital investment, cash flow, charitable giving, demographics, four P's of marketing, market research, marketing, price, production, product life cycle, research and development, target market</p> <p>Skills: analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, planning, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 3.3</p>

Session Descriptions	Key Learning Objectives	Common Core English/Language Arts	Common Core Mathematics	Social Studies
<p>Session Seven: JA Titan of Industry – The Competition Students make decisions about capital investment, price, production, research and development, and charitable giving using the JA Titan computer simulation.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ demonstrate how business decisions affect business performance ▪ react appropriately to decisions made by other businesses <p>Concepts: business management, capital investment, cash flow, charitable giving, demographics, four P's of marketing, market research, marketing, price, production, product life cycle, research and development, target market</p> <p>Skills: analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, planning, working in groups</p>	<p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>1.10 3.3</p>

09/2012