

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



Updated November 2022
[Minnesota Social Studies Standards](#)
[Guideposts for Success](#)
Common Core State Standards Included

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Overview

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

In this document, Junior Achievement programs are correlated to the Minnesota Social Studies Standards and the Guidepost for Success Youth Competencies as well as the Common Core State Standards in English/ Language Arts (ELA) and Mathematics. Alternate delivery methods, such as student self-guided, cover the same learning objectives for social studies standards and the JA Pathway Competencies. However, the varied implementation models may cause slight variation in English Language Arts and Mathematics correlations.

JA Middle Grades Classroom Learning Experiences

[JA Economics for Success](#)[®] provides practical information about personal finance and the importance of identifying education and career goals based on a student's skills, interests, and values.

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

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

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

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

[JA Inspire](#)[®] is more than a career fair, it brings together the business community and local schools and is designed to help launch middle school students into their futures: high school, college, and careers beyond. (Grades 6-8)

[JA Inspire Virtual](#) is more than a career fair, it brings together the business community and local schools and is designed to help launch students into their futures: high school, college, and careers beyond. Within the virtual experience, students attend webinars and presentations, explore career booths, and interact with career speakers. (Grades 6-12)

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

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

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

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

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

JA Economics for Success

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA	Common Core Math
<p>Session One: Mirror, Mirror</p> <p>Students make choices to better understand the concept of self-knowledge as they consider education, careers, and other life choices.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Use personal reflection to explain self-knowledge Apply their skills, interests, and values to help determine a potential career path 	<p>6.1.1.1.1 Evaluate arguments about selected issues from diverse perspectives and frames of reference, noting the strengths, weaknesses and consequences associated with the decision made on each issue.</p> <p>Exhibit civic skills including participating in civic discussion on issues in the contemporary United States, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p> <p>Exhibit civic skills, including participating in civic discussion on issues in the contemporary world, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p>	<ul style="list-style-type: none"> Self-exploration skills that enable youth to identify interests, skills, and values Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences 	<p>Grade 6 RI.6.2,4,7 SL.6.1-2 L.6.1,3,4</p> <p>Grade 7 RI.7.2,4 SL.7.1,2 L.7.1,3,4</p> <p>Grade 8 RI.8.2,4 SL.8.1 L.8.1,3,4</p>	<p>NA</p>
<p>Session Two: Be a Success</p> <p>Students learn how to set goals for their financial future. They play the “Be A Success Game” to see the connection between personal finance, education, and careers.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the connection between goal setting, personal finance, education, and career choices Apply decision making to education and career choices 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one’s income.</p> <p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p>	<ul style="list-style-type: none"> Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests Critical thinking skills 	<p>Grade 6 RI.6.4 SL.6.1,2 L.6.1,3,4</p> <p>Grade 7 RI.7.4 SL.7.1,2 L.7.1,3,4</p> <p>Grade 8 RI.8.4 SL.8.1 L.8.1,3,4</p>	<p>Grade 6 6.NS3 6.NS.C.5</p>

JA Economics for Success

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA	Common Core Math
<p>Session Three: Keeping Your Balance</p> <p>Students receive Occupation Cards and observe how different jobs provide different monthly salaries. Based on those monthly salaries, students evaluate the opportunity cost when making budget decisions.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize that a balanced budget is important for all workers Define the term income and differentiate between gross and net income Name ways to balance a budget 	<p>6.2.1.1.1 Create a budget based on a given monthly income, real-world expenses, and personal preferences, including enough savings to meet an identified future savings goal.</p> <p>7.2.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p> <p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests Critical thinking skills 	<p>Grade 6 RI.6.4,7 SL.6.1 L.6.1,3,4</p> <p>Grade 7 RI.7.4 SL.7.1 L.7.1,3,4</p> <p>Grade 8 RI.8.4 SL.8.1 L.8.1,3,4</p>	<p>Grade 6 6.NS.B.3 6.NS.C.5</p> <p>Grade 7 7.RP.A.3</p>
<p>Session Four: Savvy Shopper</p> <p>Students examine how consumers pay for goods and services. They discuss the advantages and disadvantages of using debit and credit cards.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the differences between debit and credit cards Explain the advantages and disadvantages of both cards Recognize the importance of taking personal responsibility for financial decisions 	<p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>7.2.4.5.1 Describe how the interaction of buyers (through demand) and sellers (through supply) determines price in a market</p>	<ul style="list-style-type: none"> Agency or the ability to make choices about and take an active role in one's life path Critical thinking skills 	<p>Grade 6 RI.6.4,7 SL.6.1 L.6.1,3,4</p> <p>Grade 7 RI.7.4 SL.7.1 L.7.1,3,4</p> <p>Grade 8 RI.8.4 SL.8.1 L.8.1,3,4</p>	<p>Grade 6 6.NS.B.3 6.NS.C.5</p> <p>Grade 7 7.RP.A.3</p>
<p>Session Five: Keeping Score</p> <p>Students examine how a credit score is determined and learn about the consequences of a positive and negative credit report.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the favorable or unfavorable consequences of a high or low personal credit score Explain actions that cause a credit score to go up or down 	<p>6.2.1.1.1 Create a budget based on a given monthly income, real-world expenses, and personal preferences, including enough savings to meet an identified future savings goal.</p> <p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Agency or the ability to make choices about and take an active role in one's life path Critical thinking skills 	<p>Grade 6 RI.6.4,7 SL.6.1 L.6.1,3,4</p> <p>Grade 7 RI.7.4 SL.7.1 L.7.1,3,4</p> <p>Grade 8 RI.8.4 SL.8.1 L.8.1,3,4</p>	<p>Grade 6 6.NS.B.3 6.NS.C.5</p>

JA Economics for Success

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA	Common Core Math
<p>Session Six: What's the Risk?</p> <p>Students learn that life involves risk and that insurance and personal responsibility help to reduce the financial consequences of loss or injury.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Explore the cost and consequence of risk ▪ Explain how insurance provides a method to minimize financial risk ▪ Identify the opportunity cost of having insurance ▪ Assess how personal responsibility plays a part in minimizing risk 	<p>7.2.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> • Agency or the ability to make choices about and take an active role in one's life path • Critical thinking skills 	<p>Grade 6 SL.6.1 L.6.1,3,4</p> <p>Grade 7 SL.7.1 L.7.1,3,4</p> <p>Grade 8 SL.8.1 L.8.1,3,4</p>	

JA Economics for Success Blended

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>My Career Exploration</p> <p>Students explore the 16 career clusters and identify the clusters they find interesting. They learn that early career planning results in more choices and opportunities for success in a career that matches their interests, skills, and values.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize the career clusters and their related careers. Apply values, skills, and interests to the career clusters. 	<p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Self-exploration skills that enable youth to identify interests, skills, and values Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences 	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 7</p> <p>Writing</p> <p>W.4, W.7, W.8</p> <p>Speaking and Listening</p> <p>SL 1 SL 2 SL4</p> <p>Language</p> <p>L 1 L3 L4 L6</p>
<p>Getting to Know Me</p> <p>Students better understand their own values, skills, and interests, as well as the importance of applying self-knowledge to future choices. Students use their self-knowledge to develop a word-based personal brand.</p> <p>Students will:</p> <ul style="list-style-type: none"> Apply self-knowledge to identify personal values, skills, and interests; set priorities; and make decisions. Discuss the importance of a personal brand statement. Recognize that self-knowledge is needed to work effectively with others. 	<p>NA</p>	<ul style="list-style-type: none"> Self-exploration skills that enable youth to identify interests, skills, and values Self-determination skills, knowledge, and beliefs that enable a person to engage in goal-directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one’s life path Interpersonal skills Critical thinking skills 	<p>Reading for Informational Text</p> <p>RI 2 RI 4</p> <p>Writing</p> <p>W.4, W.5</p> <p>Speaking and Listening</p> <p>SL 1 SL 6</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p>
<p>My Career Goals</p> <p>Students recognize that the choices they make will affect their education, career, and financial security. Students learn the value of self-efficacy in achieving their goals.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize the connections between your choices and your education, personal finances, and career paths. Create short- and long-term goals. Identify character traits that can help you overcome obstacle 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p>	<ul style="list-style-type: none"> Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests Career-specific work skills and knowledge as well as employability or “soft” skills 	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 4</p> <p>Writing</p> <p>W.4</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p>

JA Economics for Success Blended

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>My Transferable Skills</p> <p>Students recognize that skills they learn now will be useful in both their personal life and their future career. They learn about the digital skills needed to work remotely.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize appropriate skills for the workplace. Identify transferable skills and their importance. Recognize the importance of having digital skills and using professional digital tools and programs. 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Self-exploration skills that enable youth to identify interests, skills, and values Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests Career-specific work skills and knowledge as well as employability or “soft” skills such as communication, leadership, decision-making, and conflict management skills 	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 4</p> <p>Writing</p> <p>W.4, W.6</p> <p>Speaking and Listening</p> <p>SL.1, SL.2, SL.4</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p>
<p>My Income and Expenses</p> <p>Students explore the importance of earning enough income to pay for expenses, including savings and common deductions.</p> <p>Students learn how to read a paycheck stub and explore the Pay Yourself First strategy. They also practice solving income and expenses-related problems with positive solutions.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize that workers should not expect to keep all the money they earn. Recognize problem solving as a challenge and not an obstacle. Explore career-based solutions for income planning. Reflect on the personal impact of saving money. 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Career-specific work skills and knowledge as well as employability or “soft” skills such as communication, leadership, decision-making, and conflict management skills Self-efficacy or belief in one’s capabilities Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one’s life path Critical thinking skills 	<p>Reading for Informational Text</p> <p>RI.1,RI.2,RI.4,RI.7</p> <p>Writing</p> <p>W.4, W.6</p> <p>Speaking and Listening</p> <p>SL 1 SL 3</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p> <p>Math Practices</p> <p>1-7</p>

JA Economics for Success Blended

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Planning for My Future Income</p> <p>Students explore the role work plays in living independently. They gain financial knowledge about the costs of living on their own. They consider the role of career choices and the costs of goods and services.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express the financial considerations of possibly living independently and the importance of choosing work that can earn enough to pay for expenses. (WCR) Examine the true costs of goods and services. (FL) 	<p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p> <p>8.2.3.4.2 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Career-specific work skills and knowledge as well as employability or “soft” skills such as communication, leadership, decision-making, and conflict management skills Self-efficacy or belief in one’s capabilities Self-determination skills, knowledge, and beliefs that enable a person to engage in goal-directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one’s life path Critical thinking skills 	<p>Reading for Informational Text</p> <p>RI 4 RI 7</p> <p>Writing</p> <p>W.4, W.7 W 8</p> <p>Speaking and Listening</p> <p>SL 1 SL.2, SL.4 SL 6</p> <p>Language</p> <p>L 1 L2 L3 L4 L6</p>
<p>Managing My Money</p> <p>Students recognize the importance of managing money. They learn how to keep a budget and make decisions about spending.</p> <p>Students will:</p> <ul style="list-style-type: none"> Define a budget and its importance. Express the need to say “no” to some short-term spending to save for more important items in the future and to plan for emergencies. Practice budgeting skills using income that can be earned while still in school. 	<p>6.2.1.1.1 Create a budget based on a given monthly income, real-world expenses, and personal preferences, including enough savings to meet an identified future savings goal.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Self-efficacy or belief in one’s capabilities Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one’s life path Critical thinking skills 	<p>Reading for Informational Text</p> <p>RI.1,RI.2,RI.4,RI.7</p> <p>Speaking and Listening</p> <p>SL 1 SL.2 SL.4 SL 6</p> <p>Language</p> <p>L 1 L3 L4 L6</p> <p>Math Practices</p> <p>1-7</p>
<p>Paying for My Wants and Needs</p> <p>Students learn to make better choices related to credit. They learn about different ways of paying for goods and services, and the advantages and drawbacks of each.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe ways to pay for everyday goods and services. Identify the differences between debit (paying now) and credit (paying in the future, plus interest). 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Agency or the ability to make choices about and take an active role in one’s life path Critical thinking skills 	<p>Reading for Informational Text</p> <p>RI 1 RI 2 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL.2, SL.4S</p> <p>Language</p> <p>L 1 L3 L4 L6</p> <p>Math Practices</p> <p>1-7</p>

JA Economics for Success Blended

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>My Credit and Spending Students prepare to use credit. They learn about healthy spending habits and the importance of building a good credit score.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Explain who looks at your credit report and why. • Describe how financial decisions can improve a credit report. • Identify spending habits that are financially responsible. 	<p>8.2.3.4.2 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> • Self-efficacy or belief in one’s capabilities • Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors • Agency or the ability to make choices about and take an active role in one’s life path • Critical thinking skills 	<p>Reading for Informational Text RI 1 RI 2 RI 4 RI 7</p> <p>Writing W.4, W.6</p> <p>Speaking and Listening SL 1 SL.2 SL.4 SL 6</p> <p>Language L 1 L2 L3 L4 L6</p> <p>Math Practices 1-7</p>
<p>My Ride on the Financial Roller Coaster Students understand risk and methods for handling it. They make decisions about scenarios involving risk.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Describe examples of how to use personal responsibility to address risk. • Recognize that insurance is a way to transfer the risk of loss. • Identify the opportunity cost in different spending decisions. 	<p>8.2.3.4.2 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> • Self-efficacy or belief in one’s capabilities • Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors • Agency or the ability to make choices about and take an active role in one’s life path • Critical thinking skills 	<p>Reading for Informational Text RI 1 RI 2 RI 4 RI 7</p> <p>Writing W.4, W.6</p> <p>Speaking and Listening SL 1 SL.2 SL.4 SL 6</p> <p>Language L 1 L2 L3 L4 L6</p> <p>Math Practices 1-7</p>

JA Global Marketplace

Session Details	Social Studies Standards	Common Core Standards
<p>Session One: Business and Customer</p> <p>Students learn about the relationship between businesses, their customers, and the mutually beneficial exchange of products and services.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify what a business gains from an exchange with a customer ▪ Identify what a customer gains from an exchange with a business ▪ Define ethics and ethical dilemma (Deeper Look) ▪ Identify the stakeholders of a business. ▪ Evaluate whether the actions of a business, which had positive or negative implications to stakeholders, were ethical (Deeper Look) 	<p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p> <p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p>	<p>Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 L.6.1-6</p> <p>Grade 7 RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.4 W.4 SL.8.1-2 L.8.1-6</p>
<p>Session Two: Business and Culture</p> <p>Students learn that businesses must understand cultural differences to meet customers' needs and make a profit in different countries.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify business-related, cultural differences throughout the world ▪ Explain the need for international businesses to consider their customers' cultural differences to provide for the customer and make a profit ▪ Identify cultural differences throughout the world that affect social interaction and communication 	<p>6.1.1.1.1 Evaluate arguments about selected issues from diverse perspectives and frames of reference, noting the strengths, weaknesses and consequences associated with the decision made on each issue.</p> <p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>7.1.1.1.1 Exhibit civic skills including participating in civic discussion on issues in the contemporary United States, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p> <p>8.1.1.1.1 Exhibit civic skills, including participating in civic discussion on issues in the contemporary world, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p> <p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p> <p>8.2.5.12.1 Explain why trade is mutually beneficial to countries; define and apply absolute and comparative advantage with respect to international trade.</p>	<p>Grade 6 RI.6.1 RI.6.4 RI.6.7 W.6.4,7 SL.6.1-2 SL.6.4 L.6.1-6</p> <p>Grade 7 RI.7.1 RI.7.4 W.7.4,7 SL.7.1-2 SL.7.4 L.7.1-6</p> <p>Grade 8 RI.8.1 RI.8.4 W.8.4,7 SL.8.1-2 SL.8.4 L.8.1-6</p>

JA Global Marketplace

Session Details	Social Studies Standards	Common Core Standards
<p>Session Three: Global Trade</p> <p>Students learn that businesses trade to obtain products and services that customers want or need. Students will learn about imports and exports, examine the ways technology has improved international trade and participate in a global trade game.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify reasons why countries trade Demonstrate that countries benefit more from trade than from trying to meet all their own needs Apply key terms related to trade. Describe how improvements in technology can influence international trade 	<p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>7.2.4.5.1 Describe how the interaction of buyers (through demand) and sellers (through supply) determines price in a market.</p> <p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p> <p>8.2.5.12.1 Explain why trade is mutually beneficial to countries; define and apply absolute and comparative advantage with respect to international trade.</p> <p>8.3.1.1.1 Obtain and analyze geographic information [from a variety of print and electronic sources] to investigate places or answer specific geographic questions; provide rationale for its use.</p>	<p>Grade 6 RI.6.4 W.6.4 SL.6.1-2 SL.4 L.6.1-6</p> <p>Grade 7 RI.7.4 W.7.4 SL.7.1-2 SL.7.4 L.7.1-6</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4 L.8.1-4 L.8.6</p>
<p>Session Four: Why Countries Specialize</p> <p>Students learn that businesses in different countries specialize by focusing their efforts on specific resources or producing smaller parts of a product.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Define specialization Analyze examples of international trade to explain why modern countries cannot provide for all their wants and needs Show how events and decisions in one country have a causal relationship with, and produce an effect on, customers in another country 	<p>6.1.1.1.2 Use graphic data to analyze information about a public issue in state or local government.</p> <p>6/7.3.1.1.1 Create and use various kinds of maps...</p> <p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>7.2.3.3.1 Explain how items are allocated or rationed when scarcity exists.</p> <p>7.2.4.5.1 Describe how the interaction of buyers (through demand) and sellers (through supply) determines price in a market.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects. 8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p> <p>8.2.5.12.1 Explain why trade is mutually beneficial to countries; define and apply absolute and comparative advantage with respect to international trade.</p>	<p>ELA</p> <p>Grade 6 RI.6.1,4,7 SL.6.1-2 L.6.1,3,4,6</p> <p>Grade 7 RI.7.1,4 SL.7.1-2 L.7.1,3,4,6</p> <p>Grade 8 RI.8.1,4 SL.8.1-2 L.8.1,3,4,6</p> <p>MATH 6.NSA.3 6.RP.3</p> <p>7.RP.2 7.NS.3</p> <p>Mathematical Practices 1-2 4-7</p>

JA Global Marketplace

Session Details	Social Studies Standards	Common Core Standards
<p>Session Five: Trade Barriers</p> <p>Students explore the types of restrictions that governments place on international trade. They learn about tariffs, quotas, subsidies, and standards and how these barriers affect governments, businesses, and customers.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify examples of trade barriers ▪ Analyze the consequences of trade barriers on businesses, employees, and customers ▪ Explain why balance of trade matters to businesses, customers, and employees 	<p>6.1.1.1.1 Evaluate arguments about selected issues from diverse perspectives and frames of reference, noting the strengths, weaknesses and consequences associated with the decision made on each issue.</p> <p>6.2.4.8.1 Exhibit civic skills, including participating in civic discussion on issues in the contemporary world, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p> <p>8.1.1.1.1 Exhibit civic skills, including participating in civic discussion on issues in the contemporary world, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p> <p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p> <p>8.2.5.12.1 Explain why trade is mutually beneficial to countries; define and apply absolute and comparative advantage with respect to international trade.</p>	<p>ELA</p> <p>Grade 6 RI.6.4 W.6.4 SL.6.1-2 L.6.1-6</p> <p>Grade 7 RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 L.8.1-6</p>
<p>Session Six: Currency</p> <p>Students explore the concept of international currencies. They learn about variable exchange rates, currency converters, and how to compare the prices of products from around the world.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define currency and exchange rate ▪ Recognize that different countries have different forms of currency ▪ Recognize that each currency has a different value, which is determined through a variable exchange rate 	<p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p> <p>8.2.5.12.1 Explain why trade is mutually beneficial to countries; define and apply absolute and comparative advantage with respect to international trade.</p>	<p>ELA</p> <p>Grade 6 RI.6.4,7 SL.6.1-2 L.6.1 L.6.3-6</p> <p>Grade 7 RI.7.4 SL.7.1-2 L.7.1 L.7.3-6</p> <p>Grade 8 RI.8.4 SL.8.1-2 L.8.1 L.8.3-6</p>

JA Global Marketplace

Session Details	Social Studies Standards	Common Core Standards
<p>Session Seven: Global Workforce</p> <p>Students take on the role of international business owners reviewing the skills and experience of potential employees.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Describe how businesses can use modern technology and communication tools to locate highly qualified employees at the most advantageous wages ▪ Express specific steps that would need to be taken to obtain work in another country ▪ Recognize the value of a second language for future job opportunities 	<p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p> <p>8.2.5.12.1 Explain why trade is mutually beneficial to countries; define and apply absolute and comparative advantage with respect to international trade.</p>	<p>ELA</p> <p>Grade 6 RI.6.1 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4 L.6.1-6</p> <p>Grade 7 RI.7.1 RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.1,4 W.8.4 SL.8.1-2 L.8.1-6</p>

JA It's My Business!

Session Details	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session One: Entrepreneurs</p> <p>Students learn about the relationship between entrepreneurs, their businesses, and the products and services they offer, and then take an entrepreneurial characteristics inventory to assess their own entrepreneurial skills and interests.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define entrepreneurship and social entrepreneurship ▪ Describe the relationship between a business and its products and service ▪ Identify entrepreneurial characteristics and recognize them, in varying degrees, in themselves 	<p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<ul style="list-style-type: none"> • Social and emotional skills including self-awareness, self-management, social awareness, relationship skills, problem solving, conflict resolution, and responsible decision-making • Self-exploration skills that enable youth to identify interests, skills, and values • Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences 	<p>Grade 6 RI.6.4,7 SL.6.1-2 L.6.1-6</p> <p>Grade 7 RI.7.4,7 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.4 SL.8.1-2 L.8.1-5</p>
<p>Session Two: Market and Need</p> <p>Students are introduced to young entrepreneurs who have successfully met an identified market need, and then created a new product to meet the need. Students work in groups to brainstorm current needs within different product categories.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define market and need ▪ Explain the importance of identifying market and need when developing new product or service ideas 	<p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>7.2.3.3.1 Explain how items are allocated or rationed when scarcity exists.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<ul style="list-style-type: none"> • Social and emotional skills including self-awareness, self-management, social awareness, relationship skills, problem solving, conflict resolution, and responsible decision-making • Interpersonal skills • Critical thinking skills 	<p>Grade 6 RI.6.1,4,7 SL.6.1-2 SL.6.4 L.6.1-6</p> <p>Grade 7 RI.7.1,4,7 SL.7.1-2 SL.7.4 L.7.1-6</p> <p>Grade 8 RI.8.1,4 SL.8.1-2 SL.8.4 L.8.1-5</p>

JA It's My Business!

Session Details	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session Three: Innovative Ideas</p> <p>Students learn about innovative idea generation and examine cutting-edge products. Working in groups, students brainstorm their own product ideas and use graphic organizers to capture them.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business Participate in creative idea generation, from brainstorming to defending and selecting an idea 	<p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p> <p>8.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different governments faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Social and emotional skills including self-awareness, self-management, social awareness, relationship skills, problem solving, conflict resolution, and responsible decision-making Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences Interpersonal skills Critical thinking skills 	<p>Grade 6 RI.6.1 RI. 6.4 RI.6.7 SL.6.1-2 SL.4-5 L.6.1-6</p> <p>Grade 7 RI.7.1 RI.7.4 RI.7.7 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8 RI.8.1 RI.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>
<p>Session Four: Testing the Market</p> <p>Students learn about the importance of obtaining market feedback about new product ideas. They will examine various survey question types and determine whether questions yield useful product feedback, and then practice developing survey questions in groups.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Discuss the importance of market research in the product development process Describe multiple types of survey questions 	<p>NA</p>	<ul style="list-style-type: none"> Social and emotional skills including self-awareness, self-management, social awareness, relationship skills, problem solving, conflict resolution, and responsible decision-making Interpersonal skills Critical thinking skills 	<p>Grade 6 RI.6.1 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 L.6.1-6</p> <p>Grade 7 RI.7.1 RI.7.4 RI.7.7 W.7.4 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI. 8.4 W.8.4 SL.8.1-2 L.8.1-5</p>

JA It's My Business!

Session Details	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session Five: Design and Prototype</p> <p>Students learn about product design and the prototype process. Each student will create a product sketch to show the features and explain the purpose of his or her product.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Represent a product idea and its features by using rough sketches and drawings Recognize sketches as an important first step in the prototype process 	<p>7.2.4.5.1 Describe how the interaction of buyers (through demand) and sellers (through supply) determines price in a market.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<ul style="list-style-type: none"> Ability to perform academically at or above proficiency for grade level Skills and knowledge needed to effectively use technology for a variety of purposes, including test-taking, online classes, organization, time management, or performing tasks in one's field of study or career path Career-specific work skills and knowledge as well as employability or "soft" skills such as communication, leadership, decision-making, and conflict management skills 	<p>Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.4 RI.7.7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>
<p>Session Six: Seek Funding</p> <p>Students learn how to plan and deliver a pitch presentation with the intent of attracting potential investors. In a mock competition, groups will pitch their product idea to guest judge(s) who will award teams with ceremonial startup funds.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the elements that make a strong pitch presentation Work together to create and deliver a product pitch for potential funding 	<p>7.2.4.5.1 Describe how the interaction of buyers (through demand) and sellers (through supply) determines price in a market.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<ul style="list-style-type: none"> Ability to perform academically at or above proficiency for grade level Self-efficacy or belief in one's capabilities Self-determination skills, knowledge, and beliefs that enable a person to engage in goal-directed, self-regulated, autonomous behaviors Self-advocacy skills including knowledge of self, knowledge of civil rights, communication, and leadership Ability to manage financial resources effectively 	<p>Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-4</p> <p>Grade 7 RI.7.4 RI.7.7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-4</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>

JA It's My Future

Session Details	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session One: My Brand</p> <p>Students learn that they have their own personal brand and that the brand they build today will reflect on them in the future. They examine well-known logos to learn how individuals and companies create their brands and build their reputations. They assess their personal characteristics to define their own brands and then develop logos to represent themselves.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the elements of a brand Recognize the ability of personal branding to build a positive reputation, for their personal life as well as for their future career Design a logo that expresses their personal brand 	<p>6.1.1.1.2 Use graphic data to analyze information (partial)</p>	<ul style="list-style-type: none"> Self-exploration skills that enable youth to identify interests, skills, and values Self-determination skills, knowledge, and beliefs that enable a person to engage in goal-directed, self-regulated, autonomous behaviors Critical thinking skills 	<p>Grade 6 RI.6.4 RI.6.7 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8 RI.8.4 SL.8.1-2 SL.8.4-5 L.8.1-6</p>
<p>Session Two: Career Paths and Clusters</p> <p>Students are introduced to the 16 career clusters and the pathways through them. They take a career interest survey and learn about potential jobs within their preferred clusters. They then share job information with other members of the class and discuss the importance of all jobs within a community.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Define careers cluster. Identify jobs in specific career clusters to explore further Recognize the interconnectivity and value of all types of jobs 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p>	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Self-exploration skills that enable youth to identify interests, skills, and values Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences 	<p>Grade 6 RI.6.1,4,7 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.1,4 SL.7.1-2 SL.7.4 L.7.1-6</p> <p>Grade 8 RI.8.1 RI.8.4 SL.8.1-2 SL.8.4 L.8.1-6</p>

JA It's My Future

Session Details	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session Three: High-Growth Careers</p> <p>Students learn about the importance of being aware of which fields are growing and which are declining when making decisions about their own careers. They play a game that introduces information about high-growth job fields.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify specific careers that are forecast to have high-growth rates Consider a variety of factors when selecting a career 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p>	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Self-exploration skills that enable youth to identify interests, skills, and values Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests 	<p>Grade 6 RI.6.1,4,7 SL.6.1-2 L.6.1-6</p> <p>Grade 7 RI.7.1,4 SL.7.1-2 L.7.1-6</p> <p>Grade 8 RI.8.1,4 SL.8.1-2 L.8.1,3,4</p>
<p>Session Four: Career Mapping</p> <p>Students learn how early experiences can build transferable skills that contribute to future job success. Students look at the lives of celebrities and their paths to success, focusing on early experiences. They learn about career maps by examining a sample and then creating their own.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify jobs in specific career clusters that they would like to explore further Plan significant milestones they need to reach to earn a particular job 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Career-specific work skills and knowledge as well as employability or “soft” skills such as communication, leadership, decision-making, and conflict management skills Career planning and management skills, including academic planning, decision making related to postsecondary pathways, career readiness skills, job search skills, and financial literacy 	<p>Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7 RI.7.4 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.4-5 L.8.1-6</p>

JA It's My Future

Session Details	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session Five: On the Hunt</p> <p>Students are introduced to the basics of looking for and applying and interviewing for a job. They play a game in which they must identify two truths and a myth about the job search process. They also learn the fundamentals of creating a resume and engage in simulation in which they identify appropriate skills for various jobs and decide upon the right section of a resume to highlight those skills.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize basic job-hunting techniques, including looking for a job, applying, interviewing, and listing references Recognize the importance of personal presentation and making a good impression, on paper and in person. Recognize the basic construction of a resume and skills that should be highlighted on a resume. 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p>	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Self-exploration skills that enable youth to identify interests, skills, and values Self-efficacy or belief in one's capabilities Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one's life path 	<p>Grade 6</p> <p>RI.6.1 RI.6.4 RI.6.7 SL.6.1-2 SL.4 L.6.1-6</p> <p>Grade 7</p> <p>RI.7.1 RI. 7.4 SL.7.1-2 SL.7.4 L.7.1-4</p> <p>Grade 8</p> <p>RI.8.1 RI.8.4 SL.8.1-2 SL.8.4 L.8.1-4</p>
<p>Session Six: Soft Skills</p> <p>Students learn about the differences between technical and soft skills and why both are essential for keeping a job. Students will also complete a soft skills self-evaluation to determine which skills they already have and which they can work toward. Finally, they will role-play situations that require strong soft skills.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Define and differentiate between technical skills and soft skills Identify specific soft skills they already possess and those they need to improve 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>7.1.1.1.1 Exhibit civic skills including participating in civic discussion on issues in the contemporary United States, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p>	<ul style="list-style-type: none"> Career-specific work skills and knowledge as well as employability or "soft" skills such as communication, leadership, decision-making, and conflict management skills Self-efficacy or belief in one's capabilities Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one's life path Critical thinking skills 	<p>Grade 6</p> <p>RI.6.4,7 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p>Grade 7</p> <p>RI.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p>Grade 8</p> <p>RI.8.4 SL.8.1-2 SL.8.4-5 L.8.1-6</p>

JA Inspire

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session One: Career Planning Starts with You</p> <p>Through close examination of specific skills and career clusters, students learn the key factors to investigate career planning, skills, interests, work priorities, and job outlooks.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize career clusters that match their skills and interests. Assess their soft skills and identify need for improvement. Identify industries and jobs that offer opportunities. 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Self-exploration skills that enable youth to identify interests, skills, and values Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences Critical thinking skills 	<p>Reading for Informational Text</p> <p>RI 1 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Language</p> <p>L 3 L 4 L 6</p>
<p>Session Two: Making the Most of JA Inspire</p> <p>In this session, students refine a plan for the event. If possible, encourage students to spend additional time outside of class researching the participating companies.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify companies that they want to learn more about at the JA Inspire event. Three is a good number. Prepare questions that they want to ask and practice asking them. Create an elevator pitch—a statement that explains why they are interested in a company or a job and what they have to offer and helps to connect them with the company volunteers. Express their expectations of the upcoming event. 	<p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Self-efficacy or belief in one's capabilities Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one's life path Critical thinking skills 	<p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4 W 7 W 8</p> <p>Language</p> <p>L 3 L 4 L 6</p>

JA Inspire

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session Three: JA Inspire Event</p> <p>During the JA Inspire expo, students participate in hands-on activities, often using equipment or tools used on a job.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> • Make connections with adults who have jobs in careers that interest them. • See the connection between high school programming choices and careers. • Collect information about the education required to be successful in a job. • Practice soft skills. 	<p>7.1.1.1.1 Exhibit civic skills, including participating in civic discussion on issues in the contemporary world, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p>	<ul style="list-style-type: none"> • Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences • Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests • Self-efficacy or belief in one’s capabilities • Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors • Agency or the ability to make choices about and take an active role in one’s life path • Critical thinking skills • Self-advocacy skills including knowledge of self, knowledge of civil rights, communication, and leadership (partial) • Leadership skills and initiative 	<p>Reading for Informational Text</p> <p>RI 1 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Language</p> <p>L 3 L 4 L 6</p>
<p>Session Four: Debrief and Next Steps</p> <p>Students reflect on what they have learned and identify next steps to further define their academic choices and career path. They also compose a thank you note to a chosen company.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> • Evaluate personal goals and priorities based on their experience at the JA Inspire event. • Identify next steps, including exploration of high school coursework and other research. • Understand relevant business communication practices. 	<p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> • Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests • Self-efficacy or belief in one’s capabilities • Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors • Agency or the ability to make choices about and take an active role in one’s life path • Critical thinking skills • Self-advocacy skills including knowledge of self, knowledge of civil rights, communication, and leadership (partial) • Leadership skills and initiative 	<p>Reading for Informational Text</p> <p>RI 1 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 3 W 4 W 5</p> <p>Language</p> <p>L 3 L 4 L 6</p>

JA Inspire Virtual

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session One: Career Interests and Your Path</p> <p>Students understand the importance of career planning and complete a Career Interest Inventory to assess their own values, skills, and interests in the context of career paths.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Consider their values, skills, and interests. ▪ Take a Career Interest Inventory. ▪ Relate their values, skills, interests, and Career Interest Inventory to future career opportunities. 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p>	<ul style="list-style-type: none"> • Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires • Self-exploration skills that enable youth to identify interests, skills, and values • Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences • Critical thinking skills 	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Language</p> <p>L.1 L.3 L.4 L.5 L.6</p>
<p>Session Two: Career Planning and Your Path</p> <p>Students learn to recognize career clusters and focus on those tied to the results of their Career Interest Inventory. They explore the knowledge, skills, and abilities needed for their careers of interest, as well as the outlook for openings in those fields.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Learn why career planning is important. ▪ Recognize career clusters. ▪ Identify career clusters that match their skills and interests. ▪ Identify requirements to obtain jobs in fields of interest. 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> • Self-efficacy or belief in one's capabilities • Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors • Agency or the ability to make choices about and take an active role in one's life path • Critical thinking skills 	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Writing</p> <p>W.4 W.5 W.6</p> <p>Language</p> <p>L.1 L.2 L.3 L.4 L.6</p>

JA Inspire Virtual

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session Three: Preparing to Meet Your Future</p> <p>Students learn how awareness of their values, skills, and interests helps guide them to a career that is meaningful, enjoyable, and positioned for success. They learn about soft skills and explore education and training requirements in their fields of interest.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Understand why it's important to choose a career where they can be successful and develop a career plan. Practice soft skills. Recognize education and training requirements and opportunities for careers of interest. 	<p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p>	<ul style="list-style-type: none"> Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one's life path Critical thinking skills 	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Language</p> <p>L.1 L.3 L.4 L.5 L.6</p>
<p>Session Four: Local Business Means Opportunity</p> <p>Students learn about their local economy. They review the list of JA Inspire Virtual career fair exhibitors and the website of their local Chamber of Commerce and look for common themes, such as career clusters. They identify companies they would like to visit during the virtual career fair.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize traits of their local economy. Identify common career clusters in their area and among JA Inspire Virtual exhibitors. Create a list of exhibitors to visit during JA Inspire Virtual. 	<p>7.1.1.1.1 Exhibit civic skills, including participating in civic discussion on issues in the contemporary world, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p>	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one's life path Critical thinking skills Self-advocacy skills including knowledge of self, knowledge of civil rights, communication, and leadership (partial) Leadership skills and initiative 	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Writing</p> <p>W.4 W.5 W.6</p> <p>Language</p> <p>L.1 L.2 L.3 L.4 L.6</p>

JA Inspire Virtual

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session Five: Learn from the Experts</p> <p>Students review the speakers and webinars available at the JA Inspire Virtual career fair, create a list of at least three to view, and define what they would like to learn from them.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify relevant JA Inspire Virtual speakers and webinars to attend. ▪ Note facts about the speakers and topics of webinars they will attend. ▪ Develop questions to consider when watching the speakers and webinars. 	<p>7.1.1.1.1 Exhibit civic skills, including participating in civic discussion on issues in the contemporary world, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p>	<ul style="list-style-type: none"> • Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences 	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Language</p> <p>L.1 L.3 L.4 L.5 L.6</p>
<p>Session Six: Welcome to JA Inspire Virtual</p> <p>Students attend the JA Inspire Virtual Career fair.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Visit exhibits at JA Inspire Virtual. ▪ Attend speeches and webinars at JA Inspire Virtual. ▪ Complete the What I Learned section of the chart from their Learn from the Experts worksheet 	<p>7.1.1.1.1 Exhibit civic skills, including participating in civic discussion on issues in the contemporary world, demonstrating respect for the opinions of people or groups who have different perspectives, and reaching consensus.</p>	<ul style="list-style-type: none"> • Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires • Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors • Agency or the ability to make choices about and take an active role in one’s life path • Critical thinking skills • Self-advocacy skills including knowledge of self, knowledge of civil rights, communication, and leadership (partial) • Leadership skills and initiative 	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Writing</p> <p>W.4 W.5 W.6</p> <p>Language</p> <p>L.1 L.2 L.3 L.4 L.6</p>

JA Inspire Virtual

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Session Seven: JA Inspire Personal Reflection</p> <p>Students reflect on what they have learned and identify next steps to further define their academic choices and career path.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Evaluate personal goals and priorities based on their experience at the JA Inspire Virtual event. ▪ Identify next steps, including exploration of high school coursework and other research. 	<p>6.1.1.1.10 Evaluate arguments about selected issues from diverse perspectives and frames of reference, noting the strengths, weaknesses and consequences associated with the decision made on each issue.</p> <p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>8.2.2.2.1 Apply reasoned decision-making techniques in making choices (partial)</p>	<ul style="list-style-type: none"> • Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires • Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests • Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors • Agency or the ability to make choices about and take an active role in one's life path • Critical thinking skills 	<p>Reading for Information</p> <p>RI.1 RI.3 RI.4 RI.5</p> <p>Language</p> <p>L.1 L.3 L.4 L.5 L.6</p>

JA Career Exploration Fair

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Pre-Fair Session: What Sets You Apart?</p> <p>Students reflect on their abilities, interests, and values as they consider future career choices.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define careers. ▪ Differentiate between abilities (skills) and values. ▪ Identify their personal characteristics. 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p>	<ul style="list-style-type: none"> • Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires • Self-exploration skills that enable youth to identify interests, skills, and values • Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences 	<p>Reading for Informational Text RI 4 RI 7</p> <p>Speaking and Listening SL 1 SL 2</p> <p>Language L 3 L 4 L 6</p>
<p>The Day of the Fair</p> <p>Students will visit seven speakers from the community who will give brief presentations about their jobs, allowing time for students to ask questions.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Complete one pre-fair activity (teacher-led) (optional). ▪ Express how jobs require specific interests and skills. ▪ Complete one post-fair activity (teacher-led) (optional). ▪ Complete a student evaluation, if requested. 	<p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p>	<ul style="list-style-type: none"> • Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences • Interpersonal skills • Critical thinking skills 	<p>Reading for Informational Text RI 4 RI 7</p> <p>Speaking and Listening SL 1 SL 2</p> <p>Writing W 4 W 7</p> <p>Language L 3 L 4 L 6</p>

JA Career Exploration Fair

Session Descriptions	Social Studies Standards	Guideposts for Success	Common Core ELA
<p>Post-Fair Session</p> <p>Students reflect on their JA Career Exploration Fair experiences.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify a future career goal. Create a personal action plan. 	<p>6.1.1.1.10 Evaluate arguments about selected issues from diverse perspectives and frames of reference, noting the strengths, weaknesses and consequences associated with the decision made on each issue.</p> <p>6.2.2.2.1 Describe various types of income including wage, rent, interest and profit; explain the role that the development of human capital plays in determining one's income.</p> <p>8.2.2.2.1 Apply reasoned decision-making techniques in making choices (partial)</p>	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Ability to make informed choices about their long-term career interests and the corresponding secondary and postsecondary coursework and industry-recognized credentials necessary to pursue these interests Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one's life path Critical thinking skills 	<p>Reading for Informational Text</p> <p>RI 2 RI 4 RI 5 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4 W 7</p> <p>Language</p> <p>L 3 L 4 L 6</p>

JA Career Speaker Series

Session Descriptions	Guideposts for Success	Common Core ELA
<p>Session One: Before the Event</p> <p>Students research the visiting career speaker and his or her company, and prepare questions for the speaker event.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify skills and interests Recognize Career Clusters Recall future high-demand occupations 	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Critical thinking skills 	<p>Reading for Informational Text</p> <p>RI 1 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4 W 7</p> <p>Language</p> <p>L 3 L 4 L 6</p>
<p>Session Two: During the Event</p> <p>Students learn about the guest speaker’s job experiences and stories, ask questions, and take notes.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Practice active listening skills Equate job responsibilities with skills and interests 	<ul style="list-style-type: none"> Career exploration skills that enable youth to identify how various career options match their interests, skills, and work preferences Agency or the ability to make choices about and take an active role in one’s life path Interpersonal skills Critical thinking skills 	<p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4 W 7</p> <p>Language</p> <p>L 3 L 4 L 6</p>
<p>Session Three: After the Event</p> <p>Students reflect on what they learned during their preparation and the speaker event.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize Career Clusters 	<ul style="list-style-type: none"> Agency or the ability to make choices about and take an active role in one’s life path Critical thinking skills 	<p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 2 W 4 W 7</p> <p>Language</p> <p>L 3 L 4 L 6</p>

JA Excellence through Ethics

Session Descriptions	Guideposts for Success	Common Core ELA
<p>Day of the Visit</p> <p>Students are introduced to the concept of ethics, participate in a demonstration of why ethics are important to discuss, examine their core values, and explore how we are all interdependent on the choices we each make.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define ethics, ethical dilemma, values, core values, and interdependence. ▪ Articulate how one's core values affects one's choices. ▪ Articulate and identify the steps necessary to make ethical decisions. ▪ Recognize that individual ethics affect the greater community. 	<ul style="list-style-type: none"> • Agency or the ability to make choices about and take an active role in one's life path • Critical thinking skills • Self-advocacy skills including knowledge of self, knowledge of civil rights, communication, and leadership • Leadership skills and initiative 	<p>Reading for Informational Text</p> <p>RI 1 RI 4 RI 7</p> <p>Speaking and Listening</p> <p>SL 1 SL 2 SL 3 SL 4</p> <p>Writing</p> <p>W 4</p> <p>Language</p> <p>L 3 L 4 L 6</p>
<p>Reflection Activity</p> <p>Students will reflect and discuss what they've learning after interacting with the volunteer, a local business professional who articulated how and why professionals make ethical choices and decisions regarding relationships, the work environment, and life.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Apply key terms and concepts used in the volunteer-led activities. ▪ Use intentional, ethical decision-making skills to consider outcomes and consequences of choices. ▪ Self-examine to develop a personal awareness of values to begin to see the connection between their words and actions. 	<ul style="list-style-type: none"> • Agency or the ability to make choices about and take an active role in one's life path • Interpersonal skills • Critical thinking skills • Self-advocacy skills including knowledge of self, knowledge of civil rights, communication, and leadership • Leadership skills and initiative 	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 3</p> <p>Language</p> <p>L 3 L 4 L 6</p>

JA It's My Job (Soft Skills)

Session Descriptions	Guideposts for Success	Common Core ELA
<p>Communicating About Yourself</p> <p>Students learn what their dress, speech, and listening skills communicate to others about them.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize the importance of manners as an element of professionalism. Identify language and style appropriate for the workplace. 	<ul style="list-style-type: none"> Career-specific work skills and knowledge as well as employability or “soft” skills such as communication, leadership, decision-making, and conflict management skills 	<p>Reading for Informational Text</p> <p>RI 1 RI 4</p> <p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 6</p> <p>Writing</p> <p>W 4</p> <p>Language</p> <p>L 1 L 2 L 3 L 4 L 6</p>
<p>Applications and Resumes</p> <p>Students examine both document forms and begin to think about how to adapt their experiences, skills, and achievements into the applicable template to present themselves to a potential employer.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify information necessary for a job application. Recognize key features and formatting of resumes. Use appropriate language for a resume. 	<ul style="list-style-type: none"> Understanding of the role that employment plays in economic self-sufficiency and the motivation to build skills, explore careers, and seek employment to live the life a youth desires Self-exploration skills that enable youth to identify interests, skills, and values Self-efficacy or belief in one’s capabilities Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors Agency or the ability to make choices about and take an active role in one’s life path 	<p>Speaking and Listening</p> <p>SL 1 SL 2</p> <p>Writing</p> <p>W 4</p> <p>Language</p> <p>L 1 L 2 L 3 L 4 L 6</p>

JA It's My Job (Soft Skills)

Session Descriptions	Guideposts for Success	Common Core ELA
<p>Interviewing for a Job</p> <p>Students complete an activity and track their accomplishments in a “brag sheet.” Additional activities are available in which students develop a personal profile that will help them succeed during an interview and practice mock interviews.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify appropriate content for a personal brag sheet ▪ Adapt personal information to interview situations. ▪ Develop answers to common interview questions. ▪ Recognize appropriate professional dress and demeanor for a job interview. 	<ul style="list-style-type: none"> • Self-exploration skills that enable youth to identify interests, skills, and values • Self-efficacy or belief in one’s capabilities • Self-determination skills, knowledge, and beliefs that enable a person to engage in goal directed, self-regulated, autonomous behaviors • Agency or the ability to make choices about and take an active role in one’s life path 	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 6</p> <p>Writing</p> <p>W 4</p> <p>Language</p> <p>L1 L 2 L 3 L 4 L 6</p>
<p>Cell Phones in the Workplace</p> <p>Students develop an understanding of appropriate communication methods to ensure workplace success.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize and identify appropriate and inappropriate uses of cell phones in the workplace. ▪ Identify the effects of inappropriate usage of cell phones in the workplace. ▪ Adapt cell phone behavior and functions for professional uses. ▪ Recognize and apply appropriate texting style for communicating in the workplace. 	<ul style="list-style-type: none"> • Career-specific work skills and knowledge as well as employability or “soft” skills such as communication, leadership, decision-making, and conflict management skills 	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 5 SL 6</p> <p>Language</p> <p>L1 L 3 L 4 L 6</p>

JA It's My Job (Soft Skills)

Session Descriptions	Guideposts for Success	Common Core ELA
<p>Workplace Communication</p> <p>Students complete activities focused on appropriate tone and topics for the workplace and strategies for collaborating effectively.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify and use an appropriate professional tone in workplace communication. ▪ Identify appropriate and inappropriate subjects for workplace discussion. ▪ Enable cooperative and productive group interactions. ▪ Communicate to solve problems collaboratively and respectfully. 	<ul style="list-style-type: none"> • Career-specific work skills and knowledge as well as employability or “soft” skills such as communication, leadership, decision-making, and conflict management skills • Interpersonal skills • Critical thinking skills 	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 5 SL 6</p> <p>Language</p> <p>L1 L 3 L 4 L 6</p>
<p>Workplace Writing</p> <p>Students practice writing concisely, clearly, and correctly, with appropriate workplace style.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Use proper spelling, grammar, and punctuation in the workplace. ▪ List best practices for effective business writing. ▪ Use clear language and appropriate style for written communication in the workplace. ▪ Identify important ideas and express them clearly and concisely in writing. 	<ul style="list-style-type: none"> • Career-specific work skills and knowledge as well as employability or “soft” skills such as communication, leadership, decision-making, and conflict management skills 	<p>Speaking and Listening</p> <p>SL 1 SL 2 SL 4 SL 6</p> <p>Writing</p> <p>W 4 W5 W6</p> <p>Language</p> <p>L1 L 2 L 3 L 4 L 6</p>

JA Company Program Pop Up

Session Descriptions	Social Studies Standards	Common Core ELA
<p>Session One: Pop-Up Warm-Up</p> <p>This meeting introduces the Pop-Up program experience and reviews the milestones related to the project. The entrepreneurial mindset and characteristics are explored to guide students in envisioning the pop-up experience through the eyes of an entrepreneur. Finally, students review the primary business goal for the pop-up project and discuss how to set business success goals and personal growth goals.</p> <p>Students will:</p> <ul style="list-style-type: none"> Explain what a pop-up business is and its intended purpose. Document goals for the pop-up business in S.M.A.R.T. goal-writing format that reflect business planning elements. Recognize the entrepreneurial characteristics that an entrepreneur must possess to achieve a successful business venture. 	<p>6.2.4.5.1 Describe the movement of goods and services, resources and money through markets in a market-based economy.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<p>Grade 6 RI.6 3,4,7 W.6.4 SL.6 1,2 L.6 1,2,3,4,6</p> <p>Grade 7 RI.7 3,4 W.7.2.4 SL.7 1,2 L.7. 1-6</p> <p>Grade 8 RI.8 3,4 W.8.4 SL.8.1,2 L.8 1-6</p>
<p>Session Two: Doing the Research</p> <p>This meeting focuses on the main goal for the pop-up business: making a profit. Students will examine the factors of the profit equation and learn about what they need to consider when determining a pricing strategy for achieving their goal. They also will define their target audience and explore the importance of market research for ensuring that their product meets customers' needs. They will prepare market research surveys and conduct independent market research that they will analyze in Meeting Three.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the elements of the profit equation and understand how to calculate profit. Explain what a target audience is. Recognize the importance of the customers' wants and needs related to the business's goals. Identify appropriate market research techniques to use when collecting information. 	<p>6.1.1.1.1 Evaluate arguments about selected issues from diverse perspectives and frames of reference, noting the strengths, weaknesses and consequences associated with the decision made on each issue.</p> <p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<p>Grade 6 RI.6 1,2,4,7 W.6 4,7,9 SL.6 1,2,4 L.6 1-6</p> <p>Grade 7 RI.7 1,4 W.7 2,7,9 SL.7 1,2,4 L.7 1-6</p> <p>Grade 8 RI.8 1,2,4 W.8 4,7,9 SL.8 1,2,4 L.8 1-6</p>

JA Company Program Pop Up

Session Descriptions	Social Studies Standards	Common Core ELA
<p>Session Three: Defining the Pop-Up Structure</p> <p>During this meeting, students review the market research data they have compiled and look for patterns to inform their decision making as they plan their pop-up business. Then, students explore the different roles and responsibilities of the pop-up company and evaluate their own personal skills and interests to determine what role they will assume during their pop-up experience.</p> <p>Students will:</p> <ul style="list-style-type: none"> Analyze market research data to make planning decisions about the pop-up business to maximize sales. Describe the different roles and responsibilities necessary to organize and run a pop-up business. Reflect on personal strengths and weaknesses to determine a personal role on the pop-up team. Draft a timeline of tasks and associated due dates needed to meet the company's goals. 	<p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<p>Grade 6 RI.6. 2,4,7 W.6. 4,7,9 SL.6. 1,2,4 L.6.1-6</p> <p>Grade 7 RI.7 2,4 W.7. 4,7,9 SL. 7 1,2,4 L. 7. 1-6</p> <p>Grade 8 RI.8 2,4 W.8 4,7,9 SL.8 1,2,4 L.8 1-6</p>
<p>Session Four: The Ps of Pop-Up</p> <p>This meeting introduces students to the Four Ps of marketing (Product, Price, Place, and Promotion), which act as the framework for their pop-up business planning tasks. Students explore which factors to consider when making the important decision of where to locate the pop-up business, and they learn about merchandising, product display, and store layout as important elements of marketing strategy to maximize sales.</p> <p>Students will:</p> <ul style="list-style-type: none"> Explain the importance of the four 4 Ps of the marketing mix related to a pop-up business. Identify the location for the pop-up business to include dates and hours of operation for the Place "P" detail of the marketing mix. Design an optimal layout for a pop-up business that will maximize sales. 	<p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<p>Grade 6 RI.6 2,3,4,7 W.6 4 SL. 8. 1,2,4 L.6. 1-6</p> <p>Grade 7 RI.7. 2,3,4 W.7 4 SL 7. 1,2,4 L.7. 1-6</p> <p>Grade 8 RI.8 2,3,4 W.8 4 SL 8. 1,2,4 L. 8 1-6</p>

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<p>Session Five: Creating the Buzz</p> <p>This meeting focuses on selecting a price for the product or service, as well as promotional strategies for attracting attention to the pop-up store. Students will determine their expenses and the revenue necessary to break even so that they can set a price for their product that will achieve their profit goal. Additionally, they will determine how to promote their business and will work on tasks for advertising.</p> <p>Students will:</p> <ul style="list-style-type: none"> Formulate the appropriate price for their product to achieve the pop-up store’s monetary goal. Design promotional strategies and materials to attract interest in the pop-up business. 	<p>7.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different households or groups faced with the same alternatives might make different choices.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<p>Grade 6 RI.6 1,2,3,4,7 W.6. 4,7,9 SL.6. 1,2,4 L. 6. 1-6</p> <p>Grade 7 RI.7 1,2,3,4 W.7 4,7,9 SL.7 1,2,4 L. 7. 1-6</p> <p>Grade 8 RI 8 1,2,3,4 W.8 4,7,9 SL.8 1,2,4 L. 8 1-6</p>
<p>Session Six: Open for Business!</p> <p>In this meeting, students explore essential customer service and sales skills to use while their pop-up store is operating. Additionally, they review and finalize all logistics necessary to launch and open the store.</p> <p>Students will:</p> <ul style="list-style-type: none"> Select appropriate sales strategies to use while interacting with customers during pop-up store sales. Practice excellent retail customer care skills to maximize the pop-up store’s sales potential to reach its business goals. Resolve final logistics before launching the pop-up business, including transaction types, starting cash, inventory tracking, and staffing schedule. 	<p>7.2.3.3.1 Explain how items are allocated or rationed when scarcity exists.</p> <p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<p>Grade 6 RI.6 2,4 W.6. 4 SL.6 1,2,4 L. 6. 1-6</p> <p>Grade 7 RI.7 2,4 W.7 4 SL.7. 4 L. 7. 1-6</p> <p>Grade 8 RI 8. 2,4 W.8 4 SL.8 1,2,4 L. 8 1-6</p>

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<p>Session Seven: Pop-Up Wrap-Up</p> <p>This meeting guides students through the final tasks necessary to close the popup business, reconcile the finances, and determine the business’s final profit. Students will use the final metrics and the intangible lessons they learned to discuss best practices for future businesses and to assess whether they achieved their business and personal goals. Finally, students deliver the pop-up store’s proceeds to their charitable recipient and celebrate their accomplishments.</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Complete the tasks to calculate final sales and profit and close out the business. ▪ Analyze final sales information and compare it to the pop-up business’s initial profit goal. ▪ Assess company and personal goals to determine successes and areas for improvement. 	<p>7.2.4.6.1 Describe profit as an incentive for an individual to take the risks associated with creating and producing new goods or starting a business in an existing market; give examples of how the pursuit of profit can lead to undesirable, as well as desirable, effects.</p>	<p>Grade 6</p> <p>RI.6 2,3,4,7 W.6. 4 SL.6 1,2,4 L. 6. 1-6</p> <p>Grade 7</p> <p>RI.7 2,3,4 W.7 4 SL.7. 1,2,4 L. 7. 1-6</p> <p>Grade 8</p> <p>RI 8. 2,3,4 W.8 4 SL.8 1,2,4 L. 8 1-6</p>