

A Correlation: Pennsylvania Academic Standards and Junior Achievement High School Programs

INSPIRING
TOMORROWS

TM



Updated March 2025

[Pennsylvania Social Studies](#)

[Career Education and Work | PA | September 2024](#)

[Academic Standards for Economics | PA | September 2024](#)

[Academic Standards for English Language Arts | PA | March 2014](#)

[Academic Standards for Family and Consumer Sciences | PA | September 2024](#)

[Academic Standards for Mathematics | PA | March 2014](#)

[Academic Standards for Personal Finance | PA | September 2024](#)

Junior Achievement USA
12320 Oracle Blvd.
Ste 310
Colorado Springs, CO 80921

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. By design, JA Programs incorporate grade level reading, speaking, and listening skills in all programs and many programs at the High School grade level also offer opportunities to do research, use technology for writing and responding, and practice presentation skills, all while supporting the JA Pillars of Financial Literacy, Work and Career Readiness and Entrepreneurship.

In this document, Junior Achievement programs are correlated to Pennsylvania Academic Standards for current Social Studies, Personal Financial Literacy, Career Education and Work and ELA and Math standards. 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. Alternate delivery methods, such as remote digital delivery and student self-guided options 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 High School Classroom Learning Experiences

[JA All About Cars®](#) allows students to consider their needs and wants for their first automobile.

[JA Be Entrepreneurial® \(modular\)](#) is a reimagined, modular program that teaches students about the mindset and skills needed for success by aspiring entrepreneurs and innovators.

- [JA Creative Problem Solving®](#) module: students learn and apply design thinking, an innovative problem solving process used by entrepreneurs, and intrapreneurs.
- [JA Think Like An Entrepreneur®](#) module: students learn about the characteristics of entrepreneurs, analyze profiles of real-world entrepreneurs, conduct a self-assessment, and develop a personal action plan.
- [JA Be Entrepreneurial Rapid Business Planning](#) module: students learn how to implement a lean business plan.

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

[JA Career Speaker Series®](#) brings a volunteer guest speaker into the classroom to share information about his or her career, work, and education experience.

[JA Career Success®](#) introduces high school students to the workplace as interns of a fictional company, Orbit Boom. They participate in realistic work experiences in multiple departments and concentrate on soft skills and business best practices in the context of realistic scenarios and assignments through both digital and in-class implementation and optional self-guided modules.

[JA Company Program® 2.0](#) empowers high school students to fill a need or solve a problem in their community and teaches them practical skills required to conceptualize, capitalize, and manage their own business venture.

[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 Excellence Through Ethics®](#) affords students the opportunity to learn the importance of ethics and ethical decision-making and how ethical and unethical choices affect everyone in a community.

[JA High School Heroes®](#) provides leadership development opportunities to high school students who deliver JA programs

in elementary schools.

[JA Inspire® Advanced](#) 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.

[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.

[JA Job Shadow®](#) is a comprehensive experience that helps students design an individualized career path. Supporting blended as well as self-guided activities, JA Job Shadow provides a design-thinking structure for career exploration.

[JA Launch Lesson®](#) is a point-of-entry program delivered by community entrepreneurs. Students gain firsthand knowledge about starting a business and the entrepreneurial journey.

[JA Personal Finance® 2.0](#) allows students to experience the interrelationship between today's financial decisions and future financial freedom.

[JA Take Stock in Your Future®](#) helps students discover the benefits and challenges of investing in the stock market as part of a broader, long-term investment strategy and the risks and rewards of trading.

[JA Titan®](#) is a simulation-based program in which high school students compete as business CEOs in the phone industry, experiencing firsthand how an organization makes decisions.

JA All About Cars

JA All About Cars Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session One: All About Cars</p> <p>JA All About Cars introduces students to the essential costs related to buying and operating a first car and offers tips on being a smart consumer when purchasing a vehicle. In this volunteer-led session, students will consider their needs and wants to make a real-world connection to the car-buying experience to help motivate them to make good financial decisions when buying or leasing.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Assess their driving needs ● Prioritize the car features that best meet their needs ● Compare the advantages of buying versus leasing a car ● Identify a care that meets their driving needs 	<p>Economics</p> <p>6.1.9-12.A Analyze actions taken as a result of scarcity in decision-making</p> <p>6.1.9-12.D Analyze how choices made by individuals, [firms, or government officials] are constrained by available resources.</p> <p>6.1.9-12.G Analyze the opportunity cost of decisions by individuals, [business, community, and nations].</p> <p>6.4.9.12.G Evaluate benefits and costs of changes in interest rates for individuals [and society].</p> <p>Personal Finance</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p> <p>17.3.9-12.K Justify the purchase or lease of a vehicle and the alternatives considered (e.g., new versus used, total cost of ownership or use).</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time and human capital.</p> <p>11.2.9-12.D Compare and contrast the selection of goods and services by applying safe and effective consumer strategies.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically.

JA Be Entrepreneurial Creative Problem Solving

JA Be Entrepreneurial Session Description	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session One: Identifying the Problem</p> <p>Students are oriented to problem/ solution thinking practices and introduced to the Design Thinking process of creative problem solving. They explore the first step (Empathize) that teaches them to look at problems as human-centered, from the customer’s perspective.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe how brainstorming several ideas and then picking the best options will lead to creative problem solving. Describe the Design Thinking model and the steps involved in the process. Describe the advantages of applying the Design Thinking model to new ideas or problem solving. Describe the Empathize step in the Design Thinking model. Demonstrate how an empathy map can be used to identify a user’s needs. 	<p>Economics</p> <p>6.19-12.C Analyze actions taken as a result of scarcity in decision-making.</p> <p>6.1.9-12.D Analyze how choices made by individuals [firms, or government officials] are constrained by available resources.</p> <p>6.1.9-12.G Analyze the opportunity cost of decisions by individuals, businesses, [communities, and nations].</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Session Two: Exploring Solutions</p> <p>Students focus on the second and third steps of the Design Thinking process (Define and Ideate). They summarize the root cause of the issue in a problem statement and then use brainstorming techniques to generate viable ideas as solutions.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the Define step in the Design Thinking model. Demonstrate how to write a short, clear problem statement that reflects the problem to be solved. Describe the Ideate step in the Design Thinking model. Apply ideation methods by brainstorming ideas in a fast-paced activity. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals [firms, or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.G Analyze the opportunity cost of decisions by individuals, businesses, [communities, and nations].</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.C CC.1.4.11-12.C CC.1.4.9-10.F CC.1.4.11-12.F</p>

JA Be Entrepreneurial Creative Problem Solving

JA Be Entrepreneurial Session Description	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Session Three: Prototyping the Solution</p> <p>Students use rapid prototyping techniques to create an inexpensive model of their solution for customer review and feedback. This process teaches the importance of keeping customers involved in the process without large investments of time or money.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the Prototype step in the Design Thinking model. Construct a prototype based on a problem statement and a brainstormed solution to the problem. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals [firms, or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.G Analyze the opportunity cost of decisions by individuals, businesses, [communities, and nations].</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.C CC.1.4.11-12.C CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Session Four: Testing the Solution</p> <p>Students devise testing plans to validate the design and function of their prototyped ideas with customer participants. User testing emphasizes the importance of ongoing improvement cycles in the Design Thinking model.</p> <p>Students will:</p> <ul style="list-style-type: none"> Define the Test step in the Design Thinking model. Develop a testing plan for a given product and target audience. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals [firms, or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.G Analyze the opportunity cost of decisions by individuals, businesses, [communities, and nations].</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.C CC.1.4.11-12.C</p>

JA Be Entrepreneurial Creative Problem Solving

JA Be Entrepreneurial Session Description	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>CC.1.4.9-10.D CC.1.4.11-12.D CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Session Five: Applying Design Thinking (Optional, Self-Guided)</p> <p>Students complete a cumulative Design Thinking project to demonstrate comprehension and execution of the creative problem-solving process.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Use the Design Thinking model to create a solution to an identified problem. • Produce an artifact for each step of the Design Thinking process to demonstrate their work. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals [firms, or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.G Analyze the opportunity cost of decisions by individuals, businesses, [communities, and nations].</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/ preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.C CC.1.4.11-12.C CC.1.4.9-10.D CC.1.4.11-12.D CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

JA Be Entrepreneurial Think Like an Entrepreneur

Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Science	PA ELA and Math
<p>Session One: Developing a Mindset</p> <p>Students are introduced to entrepreneurship and the characteristics of a mindset that promote success in their personal and professional lives.</p> <p>Students will:</p> <ul style="list-style-type: none"> Define entrepreneurship and some key qualities of entrepreneurs. Differentiate the important components of a positive, growth mindset from a fixed mindset as a foundation of entrepreneurship. Describe the advantages in life of embracing a growth mindset. Define the entrepreneurial mindset. Describe the key characteristics of a successful entrepreneur’s mindset. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations [and how the 4 P’s play a role in branding.]</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p>
<p>Session Two: Assessing Entrepreneurial Potential</p> <p>Students demonstrate their understanding of the entrepreneurial characteristics by identifying prevalent skills in scenarios. Then, they complete an introspective personal assessment about their entrepreneurial potential.</p> <p>Students will:</p> <ul style="list-style-type: none"> Analyze the characteristics of the entrepreneurial mindset. Evaluate personal entrepreneurial strengths and areas for refinement using an entrepreneurial potential self-assessment. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations [and how the 4 P’s play a role in branding.]</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing C.C.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

JA Be Entrepreneurial Think Like an Entrepreneur

Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Science	PA ELA and Math
<p>Session Three: Creating an Entrepreneurial Action Plan (Optional, Self-Guided)</p> <p>Students craft a personal action plan to start thinking like an entrepreneur in their daily life and career aspirations.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Evaluate the results of the entrepreneurial mindset self-assessment. • Develop a personal action plan that includes goal setting to strengthen aspects of an entrepreneurial mindset. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations [and how the 4 P's play a role in branding.]</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.3.9-12.B Identify sources of lifelong learning to strengthen existing skills, develop new skills, and maximize career growth.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.3.9-12.D Analyze and reflect upon the efficacy of your work ethic.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9-12.D Evolve career plan to enact additional action steps.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.A CC.1.4.11.12.A CC.1.4.9-10.B CC.1.4.11.12.B CC.1.4.9-10.E CC.1.4.11.12.E CC.1.4.9-10.F CC.1.4.11-12.F</p>

JA Be Entrepreneurial Rapid Business Planning

Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Planning with the Customer in Mind</p> <p>Students are introduced to lean business planning and focus on the customer-focused segments of the Lean Canvas. They identify customer segments, the problem to be solved, and the intended solution.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the purpose of a business plan. Describe the key elements of the lean business plan model. State the problem to be solved in the Lean Canvas as a customer-centered problem statement. Identify the customers in the target audience for the proposed product or service. Identify the solution that answers the problem statement. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals [firms, or government officials] are constrained by available resources.</p> <p>6.1.9-12.G Analyze the opportunity cost of decisions by individuals, businesses, [communities, and nations].</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Summarizing the Customer Elements</p> <p>Students learn about customer communication channels and the most effective practices for reaching their customers. Then, they practice completing the customer elements of the lean business plan using an original or supplied idea.</p> <p>Students will:</p> <ul style="list-style-type: none"> Define channels as they relate to business planning Differentiate uses of each channel based on situations/context 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals [firms, or government officials] are constrained by available resources.</p> <p>6.1.9-12.G Analyze the opportunity cost of decisions by individuals, businesses, [communities, and nations].</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p>

JA Be Entrepreneurial Rapid Business Planning

Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<ul style="list-style-type: none"> Practice the lean business planning process by applying information to the Problem, Customer Segments, Solution, and Channels sections of the Lean Canvas. 		<p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Formulating the Finances</p> <p>Students focus on financial elements of the Lean Canvas, including cost structure, pricing, and revenue streams. Then, they identify what metrics are key to gauge the performance and health of the venture.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the cost structure for a product/service by listing associated fixed and variable costs. Determine the appropriate price for a product/service given data about the associated costs, break even point, and desired profitability. Recognize the revenue streams that will generate profitability for a product or service. Explain how key metrics help determine the success of a product/service and impact the business decisions made about it. 	<p>Economics</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology, and capital investment alter productivity.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Construct viable arguments and critique reasoning of others. Use appropriate tools strategically.

JA Be Entrepreneurial Rapid Business Planning

Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Conveying the Business’s Value:</p> <p>Students identify the business’s unique value and competitive advantage to convey its “edge.” Then, they practice writing compelling unique value proposition (UVP) statements and identifying the business’s competitive advantage.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the process used to convey the unique value proposition of a business idea. Identify what competitive (or unfair) advantage is as it relates to a lean business plan. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.J Analyze the relationship between specialization and the standard of living.</p> <p>6.1.9-12.M Explain that individuals [and nations] have a comparative advantage in the production of goods or services if they can produce a product at a lower opportunity cost than other individuals [or nations].</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology, and capital investment alter productivity.</p> <p>6.2.9-12.H Analyze the costs and benefits of organizing a business as a sole proprietorship, partnership, or corporation.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Completing and Testing the Lean Business Plan</p> <p>Students practice completing the marketing and financial elements of the lean business plan using an original or supplied idea. Then, they review the importance of testing the business plan for ongoing refinement.</p>	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.1.9-12.J Analyze the relationship between specialization and the standard of living.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F</p>

JA Be Entrepreneurial Rapid Business Planning

Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Students will:</p> <ul style="list-style-type: none"> Practice the lean business planning process by applying information to the Cost Structure, Revenue Streams, Key Metrics, Unique Value Proposition, and Competitive (Unfair) Advantage sections of the Lean Canvas . Describe the importance of testing and validating the assumptions and ideas that frame a business plan. 	<p>6.1.9-12.M Explain that individuals [and nations] have a comparative advantage in the production of goods or services if they can produce a product at a lower opportunity cost than other individuals [or nations].</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology, and capital investment alter productivity.</p> <p>6.2.9-12.H Analyze the costs and benefits of organizing a business as a sole proprietorship, partnership, or corporation.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Developing a Lean Business Plan (Optional, Self-Guided)</p> <p>Students construct a lean business plan with an original idea using the Lean Canvas to demonstrate comprehension and execution of business planning.</p> <p>Students will:</p> <ul style="list-style-type: none"> Produce a lean business plan in the Lean Canvas template using the identified problem or a startup business idea. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.1.9-12.J Analyze the relationship between specialization and the standard of living.</p> <p>6.1.9-12.M Explain that individuals [and nations] have a comparative advantage in the production of goods or services if they can produce a product at a lower opportunity cost than other individuals [or nations].</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.G Evaluate how changes in education, incentives,</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work,</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations</p> <p>CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p>

JA Be Entrepreneurial Rapid Business Planning

Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>technology, and capital investment alter productivity.</p> <p>6.2.9-12.H Analyze the costs and benefits of organizing a business as a sole proprietorship, partnership, or corporation.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p>	<p>family, and community responsibilities.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Construct viable arguments and critique the reasoning of others. ● Use appropriate tools strategically.

JA Career Exploration Fair High School

JA Career Exploration Fair Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session One: Before the Fair</p> <p>In the pre-fair session, students will assess their abilities, interests, work preferences, and values in preparation for the JA Career Exploration Fair.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Define careers. • Differentiate among abilities, interests, work preferences, and values. • Identify their personal characteristics. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products, [in the field of Family and Consumer Sciences.]</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within family and human services.]</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in education and early childhood.]</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within financial service industries.]</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Session Two: Day of the Fair</p> <p>During the JA Career Exploration Fair, students engage with volunteers and learn more about different businesses and jobs.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Relate the impact of personal interests and abilities on career choices. • Investigate a variety of careers and the skills, educational preparation, training, and personal qualities needed for those careers. • Examine how school skills apply to career paths. • Explain the importance of staying in school and graduating high school. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.A Analyze the relationship between career choices and career preparation opportunities to choose a path.</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations [and how the 4 P's play a role in branding].</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Career Exploration Fair High School

JA Career Exploration Fair Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
		<p>Family and Consumer Sciences</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products, in the field of Family and Consumer Sciences.</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within family and human services.</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers in education and early childhood.</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within financial service industries.</p>	
<p>Session Three: After the Fair</p> <p>In the post-fair session, students will reflect on their JA Career Exploration Fair experiences.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify a future career goal. Create a personal action plan. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.A Analyze the relationship between career choices and career preparation opportunities to choose a path.</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations [and how the 4 P’s play a role in branding].</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.3.9-12.B Identify sources of lifelong learning to strengthen existing skills, develop new skills, and maximize career growth.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.3.9-12.D Analyze and reflect upon the efficacy of your work ethic.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9-12.D Evolve career plan to enact additional action steps.</p> <p>Family and Consumer Sciences</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products, in the field of Family and Consumer Sciences.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

JA Career Exploration Fair High School

JA Career Exploration Fair Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
		<p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within family and human services.]</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in education and early childhood.]</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within financial service industries.]</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	

JA Career Speaker Series

JA Career Speaker Series Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<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>Students will:</p> <ul style="list-style-type: none"> ● Identify skills and interests. ● Recognize Career Clusters. ● Practice active listening skills. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.D Describe employment outlook, organized by in-demand occupations, clusters, pathways, or other methods.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products,[in the field of Family and Consumer Sciences.]</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within family and human services.</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in education and early childhood.]</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within financial service industries.]</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</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>Students will:</p> <ul style="list-style-type: none"> ● Practice active listening skills. ● Equate job responsibilities with skills and interests. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.F CC.1.4.11-12.F</p>

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		13.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.	ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G
<p>Session Three: After the Event</p> <p>Students reflect on what they learned during their preparation and the speaker event.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize Career Clusters. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.D Describe employment outlook, organized by in-demand occupations, clusters, pathways, or other methods.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

JA Career Success

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<p>Session One: Welcome to the Workplace</p> <p>This session introduces students to a new work environment, reveals the value of an employee handbook for new employees, and stresses the importance of setting goals in a work environment by developing SMART goals.</p> <p>Students will:</p> <ul style="list-style-type: none"> Examine a company’s organizational hierarchy and cultural norms to adapt to the specific business environment. Establish SMART performance goals that align with the company’s key success factors. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.H</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Two: Workplace Decision Making</p> <p>Students apply a decision making model. The process includes identifying credible research sources, analyzing data, and narrowing choices based on the company’s business requirements. Students communicate their decision in a persuasive manner.</p> <p>Students will:</p> <ul style="list-style-type: none"> Demonstrate self-direction by identifying credible sources, conducting research, and summarizing recommendations. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.H CC.1.4.11-12.H CC.1.4.9-10.K CC.1.4.11-12.K CC.1.4.9-10.L</p>

JA Career Success

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<ul style="list-style-type: none"> Communicate recommendations using evidence for persuasion. 		<p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>CC.1.4.11-12.L CC.1.4.9-10V CC.1.4.11-12.V CC.1.4.9-10.W CC.1.4.11-12.W</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.D CC.1.5.11-12.D CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Construct viable arguments and critique the reasoning of others. Use appropriate tools strategically.
<p>Session Three: Work Smart: Planning and Remote Collaboration</p> <p>Students plan a remote company meeting to learn best practices for organization, planning, and time management. Students will discern the important details from a memo about the meeting and then organize and prioritize tasks in a timeline. They explore best practices for being productive in a remote work environment.</p> <p>Students will:</p> <ul style="list-style-type: none"> Organize work priorities based on importance and urgency Plan realistic pacing for tasks to self-manage time and productivity. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Career Success

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<ul style="list-style-type: none"> Identify best practices for collaborating when working remotely. 		<p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	
<p>Session Four: Conflict Resolution in the Workplace</p> <p>Students analyze a workplace conflict and help find solutions to achieve a win-win outcome. Students will look at situations from different perspectives using empathy. Using critical thinking skills, they will role play the conflict and work together to effectively communicate and compromise to achieve a positive resolution.</p> <p>Students will:</p> <ul style="list-style-type: none"> Apply logic and reason to determine a win-win outcome for the team’s success. Express empathy and use active listening in a conflict resolution situation. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>Civics and Government</p> <p>5.2.9.B/5.2.C.B. Analyze strategies used to resolve conflicts in society and government.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.H</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Five: Workplace Creativity</p> <p>Students explore the importance of creativity and innovation in the workplace. Students generate creative ideas for a failing product by using brainstorming techniques, narrowing choices, and refining ideas based on business requirements and organizational limitations placed on solutions.</p>	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p>

JA Career Success

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<p>Students will:</p> <ul style="list-style-type: none"> • Invent creative and reasonable solutions using collaborative brainstorming techniques. • Present the creative idea clearly and briefly, highlighting the solution's features and benefits. • Adjust the chosen solution based on business requirements and real-world limitations. 	<p>Civics and Government</p> <p>5.2.9.B/5.2.C.B. Analyze strategies used to resolve conflicts in society and government</p>	<p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.D CC.1.5.11-12.D CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Six: Solving Work Problems</p> <p>Students develop problem-solving skills in a real-world business scenario. Students examine declining sales and analyze details to get to the root cause in order to solve the problem.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Apply analytical thinking to research and identify the root cause of an issue. • Present a clear solution that conveys sound reasoning and directly addresses the root cause. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>Civics and Government</p> <p>5.2.9.B/5.2.C.B. Analyze strategies used to resolve conflicts in society and government.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.B CC.1.5.11-12.B CC.1.5.9-10.D CC.1.5.11-12.D CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Career Success

JA Career Success Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session Seven: Crisis Management</p> <p>Students evaluate an existing contingency plan in the Production department and recommend improvements in light of a recent crisis.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify potential crises and plan appropriate risk responses for each situation (avoid, reduce, transfer, or accept). Develop recommendations to revise an existing contingency plan to prepare for future problems. Communicate the revised contingency plan accurately and briefly. Reassess the original SMART goal based on the soft skills practiced in the simulated internship. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>Civics and Government</p> <p>5.2.9.B/5.2.C.B. Analyze strategies used to resolve conflicts in society and government</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.D CC.1.5.11-12.D</p>

JA Company Program

JA Company Program Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Meeting One: Start a Business</p> <p>Students are introduced to the JA Company Program experience, explore ways to raise capital for their business venture, and analyze their personal strengths to help inform their individual roles in their company project.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the JA Company Program overall objectives by reviewing the major milestones. Describe the importance of setting goals and developing a vision as first steps toward entrepreneurial success. Identify the roles and associated skill sets that are integral in a company structure. Assess personal strengths against the designated company roles to determine a potential business role. Identify different means by which to raise capital for a start-up business. Differentiate between facts and myths about entrepreneurs. Reflect on personal and professional vision and set some immediate goals for becoming an entrepreneur. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; [evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P’s play a role in branding].</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

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<p>Meeting Two: Solve a Customer’s Problem</p> <p>Students use creative problem solving to brainstorm ideas for a business service/product, with the goal of identifying their top choices to research.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe how brainstorming several ideas and then picking the best option will lead to creative problem solving. Describe the Design Thinking model and the steps involved in the process. Describe the advantages of applying the Design Thinking model to new ideas or problem solving. Describe the Empathize, Define, and Ideate steps in the Design Thinking model. Apply the Empathize, Define, and Ideate steps of the Design Thinking model to identify a customer need and some plausible solutions. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Meeting Three: Evaluate the Options</p> <p>Students apply their personal entrepreneurial skills while exploring good decision making and vetting the viability of a venture, using a SWOT analysis tool to narrow their decision on their company’s final product idea.</p> <p>Students will:</p> <ul style="list-style-type: none"> Explain why innovation is an integral factor for a company’s health and growth. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B</p>

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<ul style="list-style-type: none"> ● Explain how failure leads to success and how using a growth mindset can provide the appropriate perspective in challenging situations. ● Define the entrepreneurial mindset. ● Describe the key characteristics that a successful entrepreneur embodies. ● Explain the uses and benefits of a SWOT analysis for a start-up venture. ● Apply a SWOT analysis to each product/service the company is considering. ● Define the terms pivot and persevere related to business venture startups. ● Use data to make informed decisions about the direction of the business. ● Execute a final decision about whether to proceed with the team’s chosen product/service using data-informed decision making. ● Demonstrate that entrepreneurs have accountability by completing a Product Approval application to submit to JA. 	<p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

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<p>Meeting Four: Create a Structure</p> <p>Students initiate the company’s structure by establishing roles, commence planning within business teams, and finalize capitalization decisions.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Explain the five functional roles of the company and the essential responsibilities of each role, including collaboration and communication between teams. ● Relate the sections of the Business Snapshot with the business planning information necessary to identify for a start-up company. ● Evaluate personal strengths aligned to each role and select team members for business teams. ● Evaluate the different means for raising capital and select an option for the company’s start-up venture. ● Identify essential tasks for different roles in the startup by drafting Business Team task lists for each functional role. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.L Analyze the impact of paying sales, excise, and property taxes on financial decisions.</p> <p>Civics and Government</p> <p>5.2.9.B Analyze strategies used to resolve conflicts in society and government.</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.D CC.1.5.11-12.D</p> <p>Mathematics: Numbers and Operations</p> <p>CC.2.1.HS.F.2 CC2.1.HS.F.3 CC2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically.

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<p>Meeting Five: Launch the Business</p> <p>Students explore corporate leadership roles and responsibilities, evaluate personal leadership skills, and elect leaders for the business venture. Then, they organize their business teams, start deep dives into business team roles, and complete work on the Business Snapshot and Company Charter.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Evaluate and assess different leadership styles and the most positive leadership influence for companies in different situations. ● Describe the significance of accountability as an entrepreneur and a student as it relates to a company venture and JA experience. ● Evaluate the different leader candidates, and elect people for the company leadership positions. ● Demonstrate basic business planning by completing the Business Snapshot which outlines all the key elements to launch a business. ● Express the legal and social need for a company’s guiding principles by developing and agreeing to a company charter. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.L Analyze the impact of paying sales, excise, and property taxes on financial decisions.</p> <p>Civics and Government</p> <p>5.2.9.B Analyze strategies used to resolve conflicts in society and government.</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.B CC.1.5.11-12.B CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.D CC.1.5.11-12.D CC.1.5.9-10.E CC.1.5.11-12.E</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically.
<p>Meeting Six - Eleven: Business Operations</p> <p>Over the course of several meetings, students launch their business, work in their business teams to run the business, and share weekly progress with Leadership. They have access to self-guided content to support their specific roles.</p> <p>Students will:</p>	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B</p>

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<ul style="list-style-type: none"> Explain the five functional roles of the company and the essential responsibilities of each role. Describe the steps involved in a company status update report. Present status updates from each business team of the company. Identify the purpose of each element of the Finance Workbook and when each will be used in company operations. Establish a functional startup through completing tasks related to the management and running of their company 	<p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.L Analyze the impact of paying sales, excise, and property taxes on financial decisions.</p> <p>Civics and Government</p> <p>5.2.9.B Analyze strategies used to resolve conflicts in society and government.</p>	<p>career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.B CC.1.5.11-12.B CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.D CC.1.5.11-12.D CC.1.5.9-10.E CC.1.5.11-12.E</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.
<p>Topic: Finance (Self-Guided) Students learn how the finance department is a vital part of an organization. They review the characteristics that contribute to a strong finance team and the Finance team’s responsibilities during the <i>JA Company Program</i>.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the importance of finance in a company. Explain the primary tasks and responsibilities of the Finance team to understand this team’s role in company operations. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.A Analyze the circular flow of products, resources, and money in a mixed economy.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.F Analyze the factors influencing wages,</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations</p>

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	<p>including demand for goods and services produced, productivity of labor, [labor unions, and education and skills.]</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>		<p>CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically.
<p>Topic: Leadership and Management (Self-Guided)</p> <p>Students review the concept of leadership and how leaders guide organizations. Students review the characteristics that foster strong leadership skills, as well as the primary responsibilities of this business role in the <i>JA Company Program</i>.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Describe the importance of leadership and management in a company. ● Explain the primary tasks and responsibilities of the Leadership and Management team to understand this team’s role in company operations. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Topic: Marketing (Self-Guided)</p> <p>Students learn how marketing connects the company with the customer and is really the way that a company communicates with customers and other businesses. They learn the four Ps of the marketing mix and the primary responsibilities of the Marketing team during the JA Company Program.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Describe the importance of marketing in a company 	<p>Economics</p> <p>6.1.9-12.H Evaluate in terms of marginal analysis how incentives influence decisions of consumers, producers, [and policymakers].</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p>

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JA Company Program Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<ul style="list-style-type: none"> Explain the primary tasks and responsibilities of the Marketing team to understand this team's role in company operations. 	<p>opportunity costs, to setting and achieving financial goals.</p>	<p>conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Topic: Sales (Self-Guided)</p> <p>Students learn how sales teams are vital to an organization and discover the primary responsibilities of the Sales team for the <i>JA Company Program</i> and learn tips for sales success.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the importance of sales in a company. Explain the primary tasks and responsibilities of the sales team to understand this team's role in company operations. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations</p> <p>CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.

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<p>Topic: Supply Chain Workflow (Self-Guided)</p> <p>Students learn that a supply chain is the network established to gather components, manufacture a product, and distribute that product to consumers. Students review the basics of a supply chain flow and learn about the Supply Chain team’s primary responsibilities.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the function of a supply chain and the purpose of each link in the supply chain as it relates to company operations. 	<p>Economics</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.A Analyze the circular flow of products, resources, and money in a mixed economy.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12. A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.
<p>Meeting Twelve: Liquidate the Company</p> <p>Students finalize their company’s operations, initiate the steps necessary to liquidate their company’s assets, and complete the steps to close out their company.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe the liquidation process for the company and the associated tasks. Demonstrate the liquidation process of a business by executing the tasks to complete the student company. 	<p>Economics</p> <p>6.1.9-12.C Analyze actions taken as a result of scarcity in decision-making.</p> <p>6.2.9-12.A Analyze the circular flow of products, resources, and money in a mixed economy.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

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JA Company Program Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically.
<p>Meeting Thirteen: Create a Personal Plan of Action</p> <p>Students recognize the necessity of networking as an entrepreneur and work on a personal action plan to develop their personal network and to refine their entrepreneurial skills.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Describe the importance of networking related to your business and overall entrepreneurial success. ● Execute an introductory plan to initiate networking by determining immediate people and organizations you can connect with. ● Execute a personal action plan to detail the next steps you will take in your entrepreneurial journey. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P's play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.3.9-12.B Identify sources of lifelong learning to strengthen existing skills, develop new skills, and maximize career growth.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>12.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

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JA Company Program Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Meeting Fourteen: Develop an Annual Report (Optional)</p> <p>During this optional meeting, students create an annual report as a summary of their student company experience.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe an annual report and its purpose. Develop a summary annual report project to complete the business venture experience. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12-B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for profit-organizations and how the 4 P's play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

JA Company Program Pop Up

JA Company Program Pop Up Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<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. ● Recognize the entrepreneurial characteristics that an entrepreneur must possess to achieve a successful business venture. ● Document goals for the pop-up business in SMART goal-setting format. ● Discuss the importance of charitable giving. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P's play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</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>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P's play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p>

JA Company Program Pop Up

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<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>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.
<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 their own personal strengths and weaknesses to determine what their role on the pop-up team should be. Draft a timeline of tasks and associated due dates needed to meet the company's goals. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P's play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.

JA Company Program Pop Up

JA Company Program Pop Up Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
		<p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</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>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P's play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically. ● Attend to precision.
<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>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P's play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.E Evaluate time and project</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p>

JA Company Program Pop Up

JA Company Program Pop Up Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<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>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>management strategies and their application to both personal and work situations.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically. Attend to precision.
<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>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P's play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically. Attend to precision.

JA Company Program Pop Up

JA Company Program Pop Up Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<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>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, [or government officials] are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9-12.D Evolve career plan to enact additional action steps</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family and] work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically. ● Attend to precision.

JA Excellence Through Ethics

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<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. Then students are given a process to use when faced with an ethical dilemma.</p> <p>Students will:</p> <ul style="list-style-type: none"> Define the key terms <i>ethics</i>, <i>ethical dilemma</i>, <i>values</i>, <i>core values</i>, and <i>interdependence</i>. Articulate how one’s core values affect one’s choices. Articulate and identify the steps necessary to make ethical decisions. Recognize that individual ethics affect the greater community. 	<p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>Civics and Government</p> <p>5.2.9.D Analyze citizens' roles in the political process toward the attainment of goals for individual and public good.</p> <p>5.2.12.A Evaluate an individual's civil rights, responsibilities and obligations in various contemporary governments.</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.3.9-12.D Analyze and reflect upon the efficacy of your work ethic.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Reflection Activity (Optional)</p> <p>Students will reflect upon and discuss what they learned from their interactions 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>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 consequential choices. Self-examine to develop a personal awareness of their own values to begin to see the connection between their words and actions. 	<p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>Civics and Government</p> <p>5.2.9.D Analyze citizens' roles in the political process toward the attainment of goals for individual and public good.</p> <p>5.2.12.B Examine the causes of conflicts in society and evaluate techniques to address those conflicts.</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.3.9-12.D Analyze and reflect upon the efficacy of your work ethic.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Excellence Through Ethics

JA Excellence Through Ethics® Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>(Optional Choice) Activity Two: Making the Right Choice Online and on Social Media</p> <p>Students discuss scenarios related to choices they might make online.</p>	<p>Civics and Government</p> <p>5.2.12.B Examine the causes of conflicts in society and evaluate techniques to address those conflicts.</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>(Optional Choice) Activity Three: Personal Finance: How Unethical Is It, Really?</p> <p>Students are introduced to the importance of budgeting to prevent overspending.</p>	<p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.3.9-12.C Develop a personal approach to keeping track of income and spending.</p> <p>17.3.9-12.F Identify methods for adjusting a budget for unexpected expenses or loss of income.</p> <p>Civics and Government</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.5.9-12.B Demonstrate the ability to manage and maintain individual [and family] budgets.</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Excellence Through Ethics

JA Excellence Through Ethics® Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>(Optional Choice) Activity Four: Business and Customer Ethics: How Unethical Is It, Really?</p> <p>Students consider ethical decisions made in business.</p>	<p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>Civics and Government</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.3.9-12.D Analyze and reflect upon the efficacy of your work ethic.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>(Optional Choice) Activity Five: Entrepreneurial Ethics: How Unethical Is It, Really?</p> <p>Students explore the ethical dilemmas entrepreneurs face.</p>	<p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>Civics and Government</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p> <p>13.3.9-12.D Analyze and reflect upon the efficacy of your work ethic.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Excellence Through Ethics

JA Excellence Through Ethics® Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>(Optional Choice) Activity Six: Core Values on Dome Planet</p> <p>Students imagine what they want life to look like for everyone in a new world.</p>	<p>Civics and Government</p> <p>5.2.9/12.C Examine political leadership and public service in a republican form of government.</p> <p>5.2.9.D Analyze citizens' roles in the political process toward the attainment of goals for individual and public good.</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA High School Heroes

JA High School Heroes Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Effective Civic Leadership</p> <p>Students explore the importance of leadership skills and the value of community involvement. They learn the importance of communication and conflict-management skills to achieve group goals.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify qualities of a leader. Recognize the role of civic leadership in a community. Develop conflict-resolution skills. 	<p>Civics and Government</p> <p>5.2.9.B Analyze strategies used to resolve conflicts in society and government.</p> <p>5.2.9/12.C Examine political leadership and public service in a republican form of government.</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p> <p>Economics</p> <p>6.1.9-12.D Analyze how choices made by [individuals, firms, or] government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>12.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Presentation Skills and Classroom Management</p> <p>Students learn effective presentation techniques to get an audience’s attention and keep it. They gain insight into classroom dynamics to assist with managing elementary school students when in that environment.</p> <p>Students will:</p> <ul style="list-style-type: none"> Use strong presentation skills to communicate effectively. Develop classroom management practices. Recognize and use techniques that further teamwork and achieving group goals. 	<p>N/A</p>	<p>Career Education and Work</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>12.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.D CC.1.5.11-12.D CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA High School Heroes

JA High School Heroes Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Critical Thinking and Problem Solving</p> <p>Students advance their critical thinking skills so that they can adapt quickly to new circumstances and develop successful solutions to problems.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Use a problem-solving technique to solve personal and professional problems. ● Apply critical-thinking skills to work-based problems. ● Recognize that decisions have consequences. 	<p>Civics and Government</p> <p>5.2.9.B Analyze strategies used to resolve conflicts in society and government.</p> <p>5.2.C.C. Evaluate political leadership and public service in a republican form of government.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>12.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>
<p>Reflection</p> <p>Students share their JA High School Heroes experience and learn about its relevance to their futures. They complete a self-assessment designed to reiterate lessons about leadership, presentations, and critical thinking.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Implement objective criteria to self-evaluate. ● Recognize the value of constructive feedback and the growth mindset. ● Develop a personal action plan. 	<p>Civics and Government</p> <p>5.2.C.C/5.2.12.C. Evaluate political leadership and public service in a republican form of government</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>12.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.D Evolve career plan to enact additional action steps.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various [family dynamics and] employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C</p>

JA Inspire Advanced

JA Inspire Advanced Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session One: Career Interests and Your Path</p> <p>Students are introduced to the concept of using their own values, skills, and interests as the foundation of career decisions. They watch the first in a series of <i>JA Inspire</i> videos on career planning. They take a career assessment and evaluate their results.</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>Personal Finance</p> <p>17.2.9-12.E Evaluate the impacts of technology, labor markets, and economic conditions and trends on a person’s employment potential.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school-and community-based opportunities for career awareness/preparation.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.1.9-12.J Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in food services, sciences, and nutrition industries.]</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products, [in the field of Family and Consumer Sciences.]</p> <p>11.3.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within family and human services.]</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in education and early childhood.]</p> <p>11.5.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within financial service industries.]</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.V CC.1.4.11-12.V</p>
<p>Session Two: Career Planning and Your Path</p> <p>Students are introduced to career clusters and focus on those tied to the results of their Career Interest Inventory. They watch the second in a series of <i>JA Inspire</i> videos on career planning. 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>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. 	<p>Economics</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology and capital investment alter productivity.</p> <p>Personal Finance</p> <p>17.2.9-12.E Evaluate the impacts of technology, labor markets, and economic conditions and trends on a person’s employment potential.</p>	<p>Career Education and Work</p> <p>13.1.9-12.D Describe employment outlook, organized by in-demand occupations, clusters, pathways, or other methods.</p> <p>13.1.9-12.E Utilize school-and community-based opportunities for career awareness/preparation.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>13.4.9-12.D Evolve career plan to enact additional action steps.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.V CC.1.4.11-12.V</p>

JA Inspire Advanced

JA Inspire Advanced Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<ul style="list-style-type: none"> Identify requirements to obtain jobs in fields of interest. 		<p>Family and Consumer Sciences</p> <p>11.1.9-12.J Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in food services, sciences, and nutrition industries.]</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products, [in the field of Family and Consumer Sciences.]</p> <p>11.3.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within family and human services.]</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in education and early childhood.]</p> <p>11.5.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within financial service industries.]</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	
<p>Session Three: Preparing to Meet Your Future</p> <p>Students learn how awareness of their values, skills, and interests helps guide them to a career that is meaningful, enjoyable, and positioned for success. They learn about soft skills and explore education and training requirements in their fields of interest.</p> <p>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, including internships and apprenticeships. 	<p>Economics</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology and capital investment alter productivity.</p> <p>Personal Finance</p> <p>17.2.9-12.C Use data to support an individual's decision to obtain or forgo post-secondary education based on the associated costs and anticipated future income.</p> <p>17.2.9-12.D Research options to pay for education and training, ways to reduce the total cost, and steps needed to obtain financial aid.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school-and community-based opportunities for career awareness/preparation.</p> <p>13.3.9-12.B Identify sources of lifelong learning to strengthen existing skills, develop new skills, and maximize career growth.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>13.4.9-12.D Evolve career plan to enact additional action steps.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.V CC.1.4.11-12.V</p>

JA Inspire Advanced

JA Inspire Advanced Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session Four: Local Business Means Opportunity</p> <p>Students learn about their local economy. They review the list of <i>JA Inspire</i> 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 event.</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 <i>JA Inspire</i> exhibitors. ● Create a list of exhibitors to visit during the <i>JA Inspire</i> event. ● Create a brag sheet. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.2.9-12.E Evaluate the impacts of technology, labor markets, and economic conditions and trends on a person’s employment potential.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school-and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.A Strategically market yourself as a job candidate.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p>
<p>Session Five (Virtual Event): Learn from the Experts</p> <p>Students review the speakers and webinars available at the <i>JA Inspire</i> event, create a list of at least three to view, and define what they would like to learn from them.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Identify relevant <i>JA Inspire</i> 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>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.2.9-12.E Evaluate the impacts of technology, labor markets, and economic conditions and trends on a person’s employment potential.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school-and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers in education and early childhood.</p> <p>11.5.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within financial service industries.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p>

JA Inspire Advanced

JA Inspire Advanced Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session Five (In-Person Event): Prepare for the JA Inspire Event</p> <p>Students prepare for the in-person JA Inspire event by reviewing logistics of the event day and getting ready to make a good first impression when interacting with company representatives.</p> <p>Students will:</p> <ul style="list-style-type: none"> Learn the logistics of attending the in-person event. Learn how to conduct themselves at the event and receive a Code of Conduct. Learn the importance of networking and create an elevator pitch to help them network at the event. Prepare questions that they want to ask and practice asking them. Express their expectations of the upcoming event. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.2.9-12.E Evaluate the impacts of technology, labor markets, and economic conditions and trends on a person’s employment potential.</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school-and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.1.9-12.J Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers in food services, sciences, and nutrition industries.</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products, in the field of Family and Consumer Sciences.</p> <p>11.3.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within family and human services.</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers in education and early childhood.</p> <p>11.5.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within financial service industries.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p>
<p>Session Six: Visit the JA Inspire Event</p> <p>Students attend the <i>JA Inspire</i> event.</p> <p>Students will:</p> <ul style="list-style-type: none"> Attend the <i>JA Inspire</i> event. Visit exhibits at the event. (Virtual <i>JA Inspire</i> event only) Attend speeches and webinars. (Virtual <i>JA Inspire</i> event only) Complete the What I Learned section of the 	<p>Personal Finance</p> <p>17.2.9-12.E Evaluate the impacts of technology, labor markets, and economic conditions and trends on a person’s employment potential.</p> <p>Economics</p> <p>6.2.9-12.J Evaluate the</p>	<p>Career Education and Work</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P’s play a role in branding.</p> <p>13.1.9-12.E Utilize school-and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.V CC.1.4.11-12.V</p> <p>ELA: Speaking and Listening</p>

JA Inspire Advanced

JA Inspire Advanced Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>chart from their Learn from the Experts handout.</p> <ul style="list-style-type: none"> (In-Person <i>JA Inspire</i> event only) Engage with exhibitors and document what they learn. 	<p>impact of entrepreneurs on the economy.</p>	<p>13.4.9-12.A Strategically market yourself as a job candidate.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.1.9-12.J Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in food services, sciences, and nutrition industries.]</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products, [in the field of Family and Consumer Sciences.]</p> <p>11.3.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within family and human services.]</p> <p>11.4.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [in education and early childhood.]</p> <p>11.5.9-12.E Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers [within financial service industries.]</p>	<p>CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Seven: JA Inspire Personal Reflection</p> <p>Students reflect on what they have learned and identify next steps to further define their academic choices and career path.</p> <p>Students will:</p> <ul style="list-style-type: none"> Evaluate personal goals and priorities based on their experience in the <i>JA Inspire</i> program. Identify next steps, including exploration of post-high school education and networking opportunities. 	<p>Economics</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology and capital investment alter productivity.</p> <p>Personal Finance</p> <p>17.2.9-12.C Use data to support an individual’s decision to obtain or forgo post-secondary education based on the associated costs and anticipated future income.</p> <p>17.2.9-12.D Research options to pay for education and training, ways to reduce the total cost, and steps needed to obtain financial aid.</p> <p>17.2.9-12.E Evaluate the impacts of technology, labor markets, and</p>	<p>Career Education and Work</p> <p>13.1.9-12.A Analyze the relationship between career choices and career preparation opportunities to choose a path.</p> <p>13.1.9-12.E Utilize school-and community-based opportunities for career awareness/preparation.</p> <p>13.3.9-12.B Identify sources of lifelong learning to strengthen existing skills, develop new skills, and maximize career growth.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>13.4.9-12.D Evolve career plan to enact additional action steps.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.V CC.1.4.11-12.V</p>

JA Inspire Advanced

JA Inspire Advanced Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>economic conditions and trends on a person’s employment potential. 17.2.9-12.G Analyze the financial impact of a person’s decision to own a business, work as an independent contractor, or be employed.</p>	<p>Family and Consumer Sciences 11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	

JA It's My Job (Soft Skills)

JA It's My Job Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA / Math
<p>Communicating About Yourself</p> <p>Students learn what their dress, speech, and listening skills communicate to others about them.</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. Listen actively for content, not to anticipate response. 	N/A	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Applications and Resumes</p> <p>This session covers job applications and resumes, two written methods of applying for a job. Students examine both documents and begin to think about how to adapt their experiences, skills, and achievements to the applicable template to present themselves to a potential employer.</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. 	N/A	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.A Strategically market yourself as a job candidate.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA It's My Job (Soft Skills)

JA It's My Job Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA / Math
<p>Interviewing for a Job</p> <p>This session covers communication styles used during the process of job hunting, with an emphasis on interviewing. Students complete an activity and track their accomplishments in a “brag sheet.”</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. 	N/A	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.A Strategically market yourself as a job candidate.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Cell Phones in the Workplace</p> <p>This session covers communication methods to ensure workplace success, focusing on using cell phones in the workplace. A required activity covers cell phone etiquette, plus there are three additional activities from which to choose.</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. 	N/A	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA It's My Job (Soft Skills)

JA It's My Job Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA / Math
<p>Workplace Communication</p> <p>This session covers communication methods to ensure workplace success. Activities focus on professional tone, appropriate topics for workplace discussions, and building consensus.</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. 	N/A	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Workplace Writing</p> <p>This session covers the basics of professional writing. Included are activities that allow students to practice writing concisely, clearly, and correctly, with appropriate workplace style.</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. 	N/A	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.A CC.1.4.11-12.A CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.E CC.1.4.11-12.E CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Job Shadow

JA Job Shadow Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session One: Finding Your Future</p> <p>Students are introduced to the Design for Delight innovation model and how to use it for career planning. They examine career options and pathways in relation to their skills and interests, to allow them to choose potential occupations to explore.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the three Design for Delight innovation principles. Correlate the Design for Delight innovation principles to the development of a personal career plan. Explain career clusters and their relationship to career pathways, industries, and careers. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.D Describe employment outlook, organized by in-demand occupations, clusters, pathways, or other methods.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.1.9-12.J Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers in food services, sciences, and nutrition industries.</p> <p>11.2.9-12.G Analyze opportunities for employment, entrepreneurial endeavors, and emerging careers within resource management, including human, environmental, and consumer products, in the field of Family and Consumer Sciences.</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Two: Career Exploration & Informational Interviews</p> <p>Students work with a partner to explore their top three career choices and explain how they made their selections. They learn what an informational interview is and how to conduct one with a professional contact to learn more about a career of interest, and they prepare for a site visit.</p>	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>13.4.9-12.A Strategically market yourself as a job</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F</p>

JA Job Shadow

JA Job Shadow Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Students will:</p> <ul style="list-style-type: none"> Analyze which career options most closely relate to their interests, strengths, and skills. Describe informational interviews and their relevancy to personal career exploration. Develop questions for informational interviews to identify preferable careers. Practice positive interview techniques and etiquette. Research local individuals working in preferable careers. (optional) Craft a personal elevator pitch. (optional) 		<p>candidate.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>CC.1.4.9-10.V CC.1.4.11-12.V</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Three: Job Site Visit</p> <p>Students attend a workplace site visit. They see presentations about the company, conduct informational interviews, and participate in a series of challenges. A detailed itinerary is in the <i>JA Job Shadow Site Coordinator Guide</i>.</p> <p>Students will:</p> <ul style="list-style-type: none"> Observe and analyze a company's presentations to discern business mission, values, and functions. Make ethical decisions related to a business scenario. Conduct informational interviews. Relate what was learned from a workplace visit to a personal career path. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.3.9-12.B Identify sources of lifelong learning to strengthen existing skills, develop new skills, and maximize career growth.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various family dynamics and employability skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Job Shadow

JA Job Shadow Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session Four: Site Visit Reflection</p> <p>Students reflect on their site visit and write a thank you note to their hosts and any informational interview subjects. They create a resume and an online professional profile.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Evaluate personal career plan. • Create a resume. • Research local individuals working in preferable careers. (optional) • Create an online job search profile. • Write thank you notes. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Five: Interviewing for a Job</p> <p>Students learn how to behave professionally and answer questions on job interviews, and they practice interviewing for a job. They explore how to secure a job shadow placement.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Identify common interview mistakes. • Investigate common job interview formats. • Practice job interviews from both the employer’s and applicant’s perspectives. • Prepare for job interview. • Plan and obtain job shadow commitment. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>13.3.9-12.B Identify sources of lifelong learning to strengthen existing skills, develop new skills, and maximize career growth.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Job Shadow

JA Job Shadow Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session Six: Job Shadow Prep</p> <p>Students prepare for their job shadow experience by developing questions to ask of their job shadow subjects, learning about appropriate workplace behavior, and researching the companies where they will spend time.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Research the job shadow subject’s company, employees, and industry. ● Develop questions for the job shadow experience. ● Distinguish between appropriate and inappropriate workplace behavior. ● Assess personal preparedness for the job shadow experience. 	N/A	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Seven: Job Shadow Experience</p> <p>Students visit a workplace and participate in an independent job shadow experience with the host(s) they identified.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Complete a job shadow experience. ● Observe and analyze a workplace to evaluate relevancy to personal career plan. ● Adapt behavior to a work environment. ● Develop professional networking contacts. 	N/A	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Job Shadow

JA Job Shadow Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session Eight: Job Shadow Reflection & Career Planning</p> <p>Students reflect on their job shadow experience and write up their notes. They analyze the relevance of the company and jobs they observed to their own career path plans and consider next steps.</p> <p>Students will:</p> <ul style="list-style-type: none"> Analyze job shadow experience. Re-evaluate personal career plan. Demonstrate appropriate workplace etiquette. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.A Analyze the relationship between career choices and career preparation opportunities to choose a path.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>13.4.9-12.D Evolve career plan to enact additional action steps.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Launch Lesson

JA Launch Lesson Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Optional Pre-Lesson Enhancement</p> <p>To prepare for the guest entrepreneur, consider these optional entrepreneurship-focused opportunities.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Watch the brief overview video at http://www.ja.org/launch. • Research the visiting entrepreneur(s) and their companies. • Prepare questions for the guest entrepreneur(s) to ask during the lesson. • Complete the Could I Be an Entrepreneur? self-guided assessment on JA Connect™ Entrepreneurship (recommended). • Explore other relevant resources on JA Connect™ Learning Pathways. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations [and the 4 P’s play a role in branding].</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Day of the Visit</p> <p>Students engage in an inspirational experience that explores entrepreneurship and highlights the opportunities, challenges, and preparation required for successful participation in the global economy.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Analyze a real-world example of entrepreneurship. • Determine one next step that could lead to further exploration of entrepreneurship. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations [and the 4 P’s play a role in branding].</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p>	<p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Launch Lesson

JA Launch Lesson Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
		<p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	
<p>Extended Learning Opportunities (Optional)</p> <p>Students will reflect and discuss their learnings after interacting with a local business professional.</p> <p>Students can log on to the JA My Way website to learn more about ethics or have a debate about an ethical dilemma.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Work independently to discover more about entrepreneurship. 	<p>Economics</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations [and the 4 P’s play a role in branding].</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, and extracurricular environments.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p>

JA Personal Finance 2.0

JA Personal Finance Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session One: Earning, Employment, and Income</p> <p>Students learn that healthy personal finances require planning and managing. They begin to analyze the financial implications of their educational and career choices as a basis for understanding the relationship between earnings and personal finance. Students also explore how their decisions can affect other people with whom they have relationships and practice using healthy behaviors to discuss shared financial decisions.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Explain how values, priorities, and educational goals can affect career decisions. ● Identify employment options that align with their priorities and values. ● Recognize how their financial decisions can affect others. ● Use healthy relationship behaviors to discuss shared financial decisions. 	<p>Economics</p> <p>6.2.9-12.F Analyze the factors influencing wages, including demand for goods and services produced, productivity of labor, labor unions, and education and skills.</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology, and capital investment alter productivity.</p> <p>Personal Finance</p> <p>17.1.9-12.A Determine the financial impact of various long-term goals (e.g., lifestyle, family, education).</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.1.9-12.E Assess the value of sharing financial goals and information with others.</p> <p>17.2.9-12.C Use data to support an individual's decision to obtain or forgo post-secondary education based on the associated costs and anticipated future income.</p>	<p>Career Education and Work</p> <p>13.1.9-12.C Analyze external factors that impact employment opportunities.</p> <p>13.1.9-12.D Describe employment outlook, organized by in-demand occupations, clusters, pathways, or other methods.</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9.12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p> <p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Two: Budgeting</p> <p>Students investigate the importance of budgeting and how to plan for staying within a budget. They review characteristics of a healthy relationship and explore how shared budgeting creates opportunities to talk about equality, independence, and respect.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Recognize the importance of making and keeping a budget or spending plan. ● Identify categories of expenses on a budget. 	<p>Personal Finance</p> <p>17.1.9-12.E Assess the value of sharing financial goals and information with others.</p> <p>17.1.9-12.I Develop a system for documenting and organizing personal financial records, both paper and electronic.</p> <p>17.3.9-12.C Develop a personal approach to keeping track of income and spending.</p> <p>17.3.9-12.D Evaluate various budgeting approaches (e.g., 50-30-20, zero-based) and methods (e.g., envelope system, spreadsheets, online tools).</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.5.9-12.B Demonstrate the ability to manage and maintain individual and family budgets.</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Personal Finance 2.0

JA Personal Finance Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<ul style="list-style-type: none"> Explain how to use a budget to clarify shared financial decisions with another person. Prioritize expense categories on a budget. 	17.3.9-12.E Create a personal budget to allocate current or future income, including estimates for fixed and variable expenses.	11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.	
<p>Session Three: Savings</p> <p>Students analyze the role that saving plays in their personal finances. They explore how having a healthy savings plan is necessary in all phases of life but is especially critical for big-ticket items and emergencies.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize reasons for saving. Explain how saving can help you earn interest instead of paying interest. Use strategies to achieve a savings goal. Recognize unhealthy relationship behaviors related to saving. 	<p>Economics</p> <p>6.4.9-12.G Evaluate benefits and costs of changes in interest rates for individuals and society.</p> <p>Personal Finance</p> <p>17.1.9-12.A Determine the financial impact of various long-term goals (e.g., lifestyle, family, education).</p> <p>17.1.9-12.I Develop a system for documenting and organizing personal financial records, both paper and electronic.</p> <p>17.3.9-12.C Develop a personal approach to keeping track of income and spending.</p> <p>17.3.9-12.D Evaluate various budgeting approaches (e.g., 50-30-20, zero-based) and methods (e.g., envelope system, spreadsheets, online tools).</p> <p>17.4.9-12.B Develop a savings plan for accomplishing personal short- and long-term financial goals.</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.5.9-12.B Demonstrate the ability to manage and maintain individual and family budgets.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.B CC.1.4.11-12.B CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Four: Credit and Debt</p> <p>Students analyze the importance of good credit and the outcomes of wise and poor use of credit.</p> <p>Students will:</p> <ul style="list-style-type: none"> Differentiate between credit and debt. Recognize the factors that affect an individual’s credit score and credit history. Recognize the consequences of a low credit score. Recognize the impact of sharing credit cards or cosigning for a loan. 	<p>Economics</p> <p>6.4.9-12.G Evaluate benefits and costs of changes in interest rates for individuals and society.</p> <p>Personal Finance</p> <p>17.1.9-12.E Assess the value of sharing financial goals and information with others.</p> <p>17.3.9-12.G Compare the effects of using various payment methods when making purchases.</p> <p>17.6.9-12.A Evaluate pathways to obtaining credit and what lenders look for in a borrower (e.g., character, capacity, capital, collateral).</p> <p>17.6.9-12.B Describe how credit reports and scores are determined, used, and improved.</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.5.9-12.B Demonstrate the ability to manage and maintain individual and family budgets.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Personal Finance 2.0

JA Personal Finance Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>17.6.9-12.C Compare various forms of credit and how each is used (e.g., secured and unsecured loans, installment and revolving credit, service credit).</p> <p>17.6.9-12.D Analyze the use of loans to finance higher education and home purchases, how they are obtained, and options for paying them back.</p> <p>17.6.9-12.F Describe the consequences of failing to repay debts and sources of debt management assistance.</p>		
<p>Session Five: Consumer Protection</p> <p>Students explore consumer protection basics, including financial literacy, avoiding scams, managing their money, using credit and loans carefully, and protecting their personal information.</p> <p>Students will:</p> <ul style="list-style-type: none"> List ways to protect online information. Recognize how a credit report can help identify suspicious activity related to your finances. Recognize risks involved with sharing finances. 	<p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.1.9-12.E Assess the value of sharing financial goals and information with others.</p> <p>17.1.9-12.L Describe the issues addressed by various laws and regulations that impact or safeguard a person's finances.</p> <p>17.5.9-12.H Analyze trends in financial fraud and strategies to avoid becoming a victim.</p> <p>17.6.9-12.G Evaluate various rights and laws related to credit and their impact on consumers.</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.2.9-12.D Compare and contrast the selection of goods and services by applying safe and effective consumer strategies.</p> <p>11.5.9-12.A Analyze factors including socioeconomic and cultural influences that affect consumer advocacy.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Six: Smart Shopping</p> <p>Students learn about comparison shopping and participate in a simulated shopping experience. Students learn to identify unhealthy behaviors related to purchasing decisions and how to use healthy conflict to manage decisions moving forward.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the factors necessary for making an informed decision. Compare and contrast prices and data when making a purchase decision. Calculate savings gained through smart shopping. 	<p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.1.9-12.E Assess the value of sharing financial goals and information with others.</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p> <p>17.3.9-12.B Compare ways people can lower the price they pay for goods and services (e.g., online tools, discount</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.2.9-12.D Compare and contrast the selection of goods and services by applying safe and effective consumer strategies.</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p>

JA Personal Finance 2.0

JA Personal Finance Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<ul style="list-style-type: none"> ● Make informed purchasing decisions to maximize buying power. ● Identify unhealthy behaviors related to purchasing decisions. ● Recognize how healthy conflict can be used to reach desired outcomes and create compromises. 	retailers, negotiating, secondhand items). 17.3.9-12.E Create a personal budget to allocate current or future income, including estimates for fixed and variable expenses.	security.	
<p>Session Seven: Risk Management</p> <p>Students practice applying appropriate risk management strategies in a variety of scenarios. Students learn to identify unhealthy behaviors related to risky financial decisions and how to use healthy conflict to manage decisions moving forward.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Recognize the risk of financial loss as an everyday reality for everyone. ● Recognize risk management strategies and apply them appropriately. ● Understand the role of personal responsibility in preventing financial loss. 	<p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.5.9-12.A Evaluate a person's potential for financial risk (e.g., loss of personal property, reduction in income, liability).</p> <p>17.5.9-12.B Critique approaches to avoiding, reducing, retaining, and transferring risk given a particular scenario.</p> <p>17.5.9-12.C Formulate insurance recommendations based on individual needs, situations, and preferences, including but not limited to automotive, homeowners, renters, health, life, and disability, as justified.</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.3.9-12.C Evaluate the effectiveness of using interpersonal communication skills to resolve conflict.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p>
<p>Session Eight: Investing</p> <p>Students explore the difference between saving and investing, and common types of investment products. Students also learn about various types of investment risks and self-assess their personal investment risk tolerance.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Evaluate investments with different levels of risk and reward. ● Describe the role that compound interest plays in wealth over time. ● Recognize that investment options carry different levels of risk and reward. ● Analyze the risk tolerances for different investment strategies. 	<p>Economics</p> <p>6.4.9-12.G Evaluate benefits and costs of changes in interest rates for individuals and society.</p> <p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.4.9-12.C Compare the features of various savings vehicles (e.g., savings accounts, certificates of deposit, money market accounts) and the interest rates offered by several institutions.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded</p>	<p>Family And Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p>

JA Personal Finance 2.0

JA Personal Finance Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>funds, and the factors that influence price fluctuations for each.</p> <p>17.4.9-12.J Analyze personal attitudes towards risk and how these might impact future investment decisions and outcomes.</p> <p>17.5.9-12.A Evaluate a person's potential for financial risk (e.g., loss of personal property, reduction in income, liability).</p>		
<p>Session Nine: Credit Cards (Optional: Self-Guided)</p> <p>These 10-minute, student self-guided activities introduce students to: Credit Card Basics, Types of Credit Cards, Credit Card Terms, and Credit Card Rights and Protections.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Define the term <i>credit card</i>. ● Understand the difference between a credit card and a debit card. ● Discuss the reasons to use—and not to use—a credit card. ● Describe how using a credit card can impact a person's credit rating for better or worse. ● Discuss some of the pros and cons of sharing a credit card. ● Recognize many types of credit cards. ● differentiate between positive and negative features of credit cards. ● Identify appropriate credit cards for various situations. ● Recognize which kinds of cards to avoid. ● Define the meaning of many important credit card terms. ● Recognize their consumer rights under the Credit CARD Act of 2009. ● Recognize where to get help with credit issues. 	<p>Economics</p> <p>6.4.9-12.G Evaluate benefits and costs of changes in interest rates for individuals and society.</p> <p>Personal Finance</p> <p>17.1.9-12.A Determine the financial impact of various long-term goals (e.g., lifestyle, family, education).</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.1.9-12.E Assess the value of sharing financial goals and information with others.</p> <p>17.1.9-12.K Explain the role of various state and federal financial regulators and consumer protection agencies.</p> <p>17.1.9-12.L Describe the issues addressed by various laws and regulations that impact or safeguard a person's finances.</p> <p>17.3.9-12.G Compare the effects of using various payment methods when making purchases.</p> <p>17.3.9-12.I Describe the impact of technology on payment methods and how it influences spending.</p> <p>17.6.9-12.B Describe how credit reports and scores are determined, used, and improved.</p> <p>17.6.9-12.E Calculate the total cost of credit given a variety of situations (e.g., making minimum payments, paying fees, using alternative financial service providers).</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.5.9-12.A Analyze factors including socioeconomic and cultural influences that affect consumer advocacy.</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p>

JA Personal Finance 2.0

JA Personal Finance Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session Ten: Debt Management (Optional: Self-Guided)</p> <p>These 10-minute, student self-guided activities include lessons on bankruptcy, loans, managing debt, defaulting on loans, and consumer credit counselling.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize the process, purpose, and outcomes of declaring bankruptcy. Identify the different types of bankruptcy. Evaluate the pros and cons of declaring bankruptcy in different situations. Analyze the impact of bankruptcy when debt is shared. Define a loan. Identify responsibilities of shared debt. Recognize consequences of failing to pay loans on time. Compare and contrast desirable and undesirable debt. Identify resources for help with debt repayment and management. Formulate strategies for managing individual and shared debt. Identify the consequences of failing to pay back loans. Analyze the options available for people who can't afford to pay back their loans. Evaluate the implications of cosigning for a loan that is not paid back. 	<p>Economics</p> <p>6.4.9-12.G Evaluate benefits and costs of changes in interest rates for individuals and society.</p> <p>Personal Finance</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.1.9-12.E Assess the value of sharing financial goals and information with others.</p> <p>17.1.9-12.K Explain the role of various state and federal financial regulators and consumer protection agencies.</p> <p>17.1.9-12.L Describe the issues addressed by various laws and regulations that impact or safeguard a person's finances.</p> <p>17.3.9-12.G Compare the effects of using various payment methods when making purchases.</p> <p>17.6.9-12.A Evaluate pathways to obtaining credit and what lenders look for in a borrower (e.g., character, capacity, capital, collateral).</p> <p>17.6.9-12.B Describe how credit reports and scores are determined, used, and improved.</p> <p>17.6.9-12.C Compare various forms of credit and how each is used (e.g., secured and unsecured loans, installment and revolving credit, service credit).</p> <p>17.6.9-12.D Analyze the use of loans to finance higher education and home purchases, how they are obtained, and options for paying them back.</p> <p>17.6.9-12.F Describe the consequences of failing to repay debts and sources of debt management assistance.</p> <p>17.6.9-12.G Evaluate various rights and laws related to credit and their impact on consumers.</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p>

JA Personal Finance 2.0

JA Personal Finance Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session 11: Net Worth (Optional: Self-Guided)</p> <p>These 10-minute, student self-guided activities explain net worth and the process of determining net worth. Students will explore the different types of net worth, set financial goals, and learn about investing to build wealth.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Define <i>net worth</i>. ● Explore the process of determining net worth. ● Summarize the different types of net worth. ● Investigate the significance of shared net worth. ● Calculate their own net worth. ● Identify SMART financial goals based on priorities and values. ● Identify three ways to build wealth. ● Explain how a person can build wealth through passive income. ● Describe how long-term investing and compounding interest can build wealth. ● Compare various types of investment vehicles. ● Explore the pros and cons of shared investment. 	<p>Economics</p> <p>6.4.9-12.G Evaluate benefits and costs of changes in interest rates for individuals and society.</p> <p>Personal Finance</p> <p>17.1.9-12.A Determine the financial impact of various long-term goals (e.g., lifestyle, family, education).</p> <p>17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions.</p> <p>17.2.9-12.A Explain various types of income (e.g., earned, unearned, passive, active) and their sources (e.g., work, rentals, investments, government programs).</p> <p>17.4.9-12.A Calculate a person's net worth given their assets and liabilities.</p> <p>17.4.9-12.B Develop a savings plan for accomplishing personal short- and long-term financial goals.</p> <p>17.4.9-12.C Compare the features of various savings vehicles (e.g., savings accounts, certificates of deposit, money market accounts) and the interest rates offered by several institutions.</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.6.9-12.D Analyze the use of loans to finance higher education and home purchases, how they are obtained, and options for paying them back.</p>	<p>Family and Consumer Sciences</p> <p>11.2.9-12.B Examine strategies for managing individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p> <p>11.6.9-12.A Evaluate the effectiveness of action plans that integrate personal, work, family, and community responsibilities.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically.

JA Take Stock in Your Future

JA Take Stock in Your Future Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session One: Understanding Stocks</p> <p>Students are introduced to the foundational concepts of stocks and the stock market through the analysis of an authentic, real-time stock market report. They practice selecting stocks from a fictitious market to develop a portfolio.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Distinguish between private and public companies. • Explain how and why people invest in corporations when they purchase stocks. • Identify why companies issue stock. • Explain how stocks can increase and decrease in value. • Identify the steps in the process for buying and selling stocks on the stock market. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Session Two: Stock Trading</p> <p>Students explore how stocks are traded, how stock prices are affected by current events, and how investors make investment decisions and diversify their portfolios. Students are introduced to stock indexes/ averages and stock tables, and practice buying, selling, or holding stocks from their fictitious stock portfolio.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Discuss the impact that economic events have on stock prices and supply and demand. • Analyze the data in a stock table. • Practice following the process for buying and selling stocks on the stock market. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.3.9-12.B Compare current and historical examples of expansion, recession, and depression.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> • Make sense of problems and persevere in solving them. • Use appropriate tools

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JA Take Stock in Your Future Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p> <p>17.4.9-12.F Describe factors to consider when selecting sources of investment advice and trading methods (e.g., online trading platforms, financial advisors, robo-advisors).</p> <p>17.4.9-12.G Explain how popular benchmark indices are used.</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p>		strategically.
<p>Session Three: Exploring Dividends</p> <p>Students analyze today’s stock market and explore the concept of dividends. Students analyze their fictitious stock portfolio and calculate their dividend payments.</p> <p>Students will:</p> <ul style="list-style-type: none"> Analyze how current events are affecting stock prices. Demonstrate an understanding of how cash dividends are earned and calculated. Evaluate the success of a fictitious stock portfolio in relation to market events. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.3.9-12.B Compare current and historical examples of expansion, recession, and depression.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p> <p>17.4.9-12.F Describe factors to consider when selecting sources of investment advice and trading methods (e.g., online trading platforms, financial advisors, robo-advisors).</p> <p>17.4.9-12.G Explain how popular benchmark indices are used.</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.

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JA Take Stock in Your Future Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Session Four: Best in Class Competition</p> <p>Students put their new stock market knowledge and skills into practice as they compete to win an in-class competition. This session is designed to be flexible based on students' grade level and experience, plus the online stock market simulation tool selected by local JA Areas.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Implement knowledge of how to buy and sell stocks. • Apply knowledge of how current events can impact stock prices. • Evaluate the possible trade-off for each stock decision, prior to committing to the decision. • Communicate and collaborate effectively within a team to successfully implement game strategies 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.3.9-12.B Compare current and historical examples of expansion, recession, and depression.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> • Make sense of problems and persevere in solving them. • Use appropriate tools strategically.
<p>Session Five: Planning for the Future</p> <p>Students reflect on the experience of participating in the in-class competition and/or the JA Stock Market Challenge event and connect the simulations to the real world. They conclude the program by developing their own financial goals.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Compare and contrast real vs. simulated stock markets. • Identify various asset classes and assess the risks of each. • Develop a personal financial plan. • Reflect on your learning and growth throughout the program. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.C Develop a personal approach to keeping track of income and spending.</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.4.9-12.F Describe factors to consider when selecting sources of investment advice and trading methods (e.g., online</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>Family and Consumer Sciences</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p>

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JA Take Stock in Your Future Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>trading platforms, financial advisors, robo-advisors).</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p> <p>17.4.9-12.J Analyze personal attitudes towards risk and how these might impact future investment decisions and outcomes.</p>	<p>effectively for a lifetime of financial security.</p>	<p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Make sense of problems and persevere in solving them. ● Use appropriate tools strategically.
<p>Analyzing Initial Public Offerings (IPOs)</p> <p>Students learn some of the factors that investors consider when selecting an IPO for investment.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Identify the factors to consider when deciding whether to invest in an IPO 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> ● Use appropriate tools strategically.

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<p>Comparing Investment Channels</p> <p>Students learn about several ways in which investors buy and sell stocks, uncovering the upsides and downsides of each method.</p> <p>Students will:</p> <ul style="list-style-type: none"> Compare the advantages and disadvantages of buying and selling investments through various channels. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>Personal Finance</p> <p>17.1.9-12.F Compare various financial service providers (e.g., banks, credit unions, check cashers, brokerage firms) and the types of accounts and services each provides.</p> <p>17.1.9-12.G Communicate the process of opening financial accounts and the factors to consider when selecting financial institutions and professionals.</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p> <p>17.4.9-12.F Describe factors to consider when selecting sources of investment advice and trading methods (e.g., online trading platforms, financial advisors, robo-advisors).</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Data Gathering</p> <p>Students learn where investors can find detailed information about companies and how to evaluate each source of information.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify what resources investors use to make informed investment decisions. Express why investors research companies before making investment decisions. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>Personal Finance</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p> <p>17.4.9-12.F Describe factors to consider when selecting sources of investment advice and trading methods (e.g., online trading platforms, financial advisors, robo-advisors).</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

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<p>Diversification and Risk</p> <p>Students learn that, even though individual investors may have different risk tolerances, smart investors always seek to minimize their risk by diversifying their portfolios.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify different levels of risk tolerance. Express how and why investors use diversification to minimize risk. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.3.9-12.B Compare current and historical examples of expansion, recession, and depression.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p> <p>17.4.9-12.J Analyze personal attitudes towards risk and how these might impact future investment decisions and outcomes.</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>Grades 9-10 RI.9-10.1,2,4 W.9-10.4-7 L.9-10.1,2,4,6</p> <p>Grades 11-12 RI.11-12.1,2,4 W.11-12.4-7 L.11-12.1,2,4,6</p>
<p>Evaluating Your Financial Plan</p> <p>Students learn how to review their financial plans and select investments that meet stated goals.</p> <p>Students will:</p> <ul style="list-style-type: none"> Review and evaluate their financial plans. Select possible investments that meet the goals of the financial plan. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.C Develop a personal approach to keeping track of income and spending.</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>Family and Consumer Sciences</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p>

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JA Take Stock in Your Future Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
	<p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p> <p>17.4.9-12.J Analyze personal attitudes towards risk and how these might impact future investment decisions and outcomes.</p>	<p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>Mathematical Practice</p> <ul style="list-style-type: none"> • Make sense of problems and persevere in solving them. • Use appropriate tools strategically.
<p>Factors That Influence Stock Prices</p> <p>Students learn the basics of supply and demand in the stock market, explore factors that impact stock price, and read and respond to scenarios related to determining stock price.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Explain how supply and demand govern the price of a stock when it is traded on a stock market. • Describe the factors that can influence stock price. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Financial Watchdogs</p> <p>Students learn about several groups who oversee the financial sector, set and enforce the policies and laws regulating it, and protect investors.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Identify the protections provided to investors by market regulatory agencies that oversee financial markets, products, and professionals. 	<p>Economics</p> <p>6.3.9-12.F Analyze the social, political, and economic consequences of changes in tax policy.</p> <p>6.3.9-12.G Evaluate the economic roles of governments in a globalized economy (e.g., trade policy, income inequality, distribution of wealth).</p> <p>6.4.9-12.F Evaluate the role of nongovernmental economic institutions.</p> <p>Personal Finance</p> <p>17.1.9-12.K Explain the role of various state and federal financial regulators and consumer protection agencies.</p> <p>17.5.9-12.I Research the agencies individuals can contact and steps they can take to address financial fraud and scams, including identity theft.</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.A Analyze factors including socioeconomic and cultural influences that affect consumer advocacy</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

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<p>Investing for the Long Term</p> <p>Students learn why investing over the long-term offers the best path toward success in the market and why day trading can be fraught with risk.</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify the value of and benefits associated with long-term investments. Express the risks associated with day trading and short-term investments. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p> <p>17.4.9-12.J Analyze personal attitudes towards risk and how these might impact future investment decisions and outcomes.</p>	<p>Family and Consumer Sciences</p> <p>11.1.12.B Analyze the management of financial resources across the lifespan.</p> <p>11.1.12.F Compare and contrast the selection of goods and services by applying effective consumer strategies.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.
<p>My Stock Portfolio</p> <p>Students create a stock portfolio and then track and adjust their investments over time.</p> <p>Students will:</p> <ul style="list-style-type: none"> Apply research-based investment decisions. Practice following the process for buying and selling stocks. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F CC.1.4.9-10.V CC.1.4.11-12.V</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematics: Numbers and Operations</p>

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	<p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p> <p>17.4.9-12.G Explain how popular benchmark indices are used.</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> • Make sense of problems and persevere in solving them. • Use appropriate tools strategically. • Attend to precision.
<p>Preparing for the JA Stock Market Challenge</p> <p>Students learn about the JA Stock Market Challenge and review the big ideas about stocks and the stock market.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Review the big ideas about investing, specifically stocks and stock trading. • Prepare for the JA Stock Market Challenge. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p> <p>17.4.9-12.G Explain how popular benchmark indices are used.</p> <p>17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.C Demonstrate shared responsibility for collaborative work and the value of contributions made by team members with various perspectives.</p> <p>13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.</p> <p>Family and Consumer Sciences</p> <p>11.1.12.F Compare and contrast the selection of goods and services by applying effective consumer strategies.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

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JA Take Stock in Your Future Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Private vs. Public Companies</p> <p>Students learn the basics of company ownership models using a pizza business scenario. They explore the advantages and disadvantages for a company of remaining private or becoming publicly owned.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Demonstrate an understanding of the differences between private and public companies as they relate to company ownership. • Explain why a company would remain private or go public. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.H Analyze the costs and benefits of organizing a business as a sole proprietorship, partnership, or corporation.</p> <p>6.4.9-12.F Evaluate the role of nongovernmental economic institutions.</p> <p>Personal Finance</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p>	<p>N/A</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Setting Stock Prices & Trading Stock</p> <p>Students learn why public companies sell stock, what happens during a company's initial public offering, and how stocks are traded on a stock exchange.</p> <p>Students will:</p> <ul style="list-style-type: none"> • Identify how a stock's price is set during a company's initial public offering. • Identify the steps in the process for buying and selling stocks on a stock exchange. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.H Analyze the costs and benefits of organizing a business as a sole proprietorship, partnership, or corporation.</p> <p>6.4.9-12.F Evaluate the role of nongovernmental economic institutions.</p> <p>Personal Finance</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one's income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

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JA Take Stock in Your Future Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Smart Investing</p> <p>Students learn the basics of stock market investing, read and respond to scenarios about investing, and are introduced to three investing strategies.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize basic principles of investing in stocks. List strategies for smart investing. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.3.9-12.B Compare current and historical examples of expansion, recession, and depression.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>Family and Consumer Sciences</p> <p>11.5.9-12.C Analyze components of a family financial planning process that reflect the distinction between wants, needs, values, goals, and economic resources.</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>
<p>Taxes and the Stock Market</p> <p>Students learn about short- and long-term capital gains and the ways in which they are taxed differently, depending upon income.</p> <p>Students will:</p> <ul style="list-style-type: none"> Examine how short- and long-term capital gains are taxed. 	<p>Economics</p> <p>6.3.9-12.E Evaluate the impact of different tax structures (progressive, proportional, and regressive) and different tax bases (income, wealth, property, etc.) on households and firms.</p> <p>6.3.9-12.F Analyze the social, political, and economic consequences of changes in tax policy.</p> <p>6.3.9-12.G Evaluate the economic roles of governments in a globalized economy (e.g., trade policy, income inequality, distribution of wealth).</p> <p>Personal Finance</p> <p>17.3.9-12.L Analyze the impact of paying sales, excise, and property taxes on financial decisions.</p> <p>17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically. Attend to precision. <p>Mathematics: Numbers and Operations CC.2.1.HS.F.2 CC.2.1.HS.F.3 CC.2.1.HS.F.5</p>

JA Take Stock in Your Future

JA Take Stock in Your Future Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>The Animals of the Stock Market</p> <p>Students learn terms and jargon commonly used by investors when talking about investing and the stock market.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express terms that describe people, events, and situations linked to investing 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.3.9-12.B Compare current and historical examples of expansion, recession, and depression.</p> <p>6.4.9-12.G Evaluate benefits and costs of changes in interest rates for individuals and society.</p> <p>6.3.9-12.C Identify fiscal and monetary policies that address inflation, unemployment, or economic growth, and the national debt and deficit.</p>	<p>Family and Consumer Sciences</p> <p>11.5.9-12.D Demonstrate the ability to use knowledge and skills to manage one’s income, spending, and savings effectively for a lifetime of financial security.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.G CC.1.5.11-12.G</p>

JA Titan

JA Titan Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Tutorial: Getting Ready for Business</p> <p>Students observe as their facilitator demonstrates gameplay through an interactive tour of the <i>JA Titan</i> simulation. Students learn that businesses must make decisions every day, and that the outcome of those decisions affects the business, employees, consumers, and the community.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize and correctly express the session’s vocabulary. Observe various business trade-offs based on business decisions. Recognize the importance of profit to a business’s success. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p> <p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various family dynamics and employability skills.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically. Attend to precision.
<p>Competition Prep: Freestyle Exploration</p> <p>Students jump right into playing the <i>JA Titan</i> simulation. There is minimal facilitation guidance and no focus on a particular business concept. Instead, students learn solely by playing, using the Student Quick Start Guide, the JA Titan Data Workbook, and the Student Activity: Freestyle Exploration.</p> <p>Students will:</p> <ul style="list-style-type: none"> Apply the profit equation: profit equals total revenue minus total costs. Apply the concept of pricing based on costs, productivity, and profit. Demonstrate an understanding that companies are constrained by limited resources. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them.

JA Titan

JA Titan Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<ul style="list-style-type: none"> Evaluate the possible trade-offs for each business decision before committing to the decision. Use a budget as a strategy to monitor income, expenses, and other financial records. Identify potential customers and their preferred phone features to increase profitability. Identify a new phone feature to be developed to potentially increase profits. 	<p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Family and Consumer Sciences</p> <p>11.6.9-12.B Analyze teamwork and leadership skills and their application in various family dynamics and employability skills.</p>	<ul style="list-style-type: none"> Use appropriate tools strategically. Attend to precision.
<p>Competition Prep: How to Play JA Titan</p> <p>Students learn key terms and concepts for the simulation: budget, cash-on-hand, CEO, expenses, income statement, price, and production.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express and use the program’s key terms. Use a budget as a strategy to monitor income, expenses, and other financial records. Demonstrate an understanding that businesses are constrained by limited resources. Express the importance of profit to the success of a business. Practice using the features and functionality of the simulation interface. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations</p> <p>CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically. Attend to precision.
<p>Competition Prep: Exploring Production</p> <p>Students focus on the interconnected aspects of profit, price, cost, and production.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express the profit equation. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.F CC.1.4.11-12.F</p>

JA Titan

JA Titan Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<ul style="list-style-type: none"> Describe how price is determined by cost plus markup. Express the importance of profit to the success of a business. Practice using the features and functionality of the simulation interface. 	<p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p>	<p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.
<p>Competition Prep: Examining R&D and Marketing</p> <p>Students focus on the impact R&D and marketing can have on the product and the profits.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe why R&D and marketing expenses are investments. Express how R&D and marketing decisions support the success of a company. Practice using the features and functionality of the simulation interface. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology, and capital investment alter productivity.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.

JA Titan

JA Titan Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Competition Prep: Considering Economic Factors</p> <p>Students explore economic circumstances under which they may implement different strategies in preparation of the alternative scenario games available in the simulation.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express and use the program’s key terms. Express the importance of profit to a business’s success. Evaluate and select the optimal business-based choices using the resources available. Recognize that shocks to demand or supply affect business management decisions. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically. Attend to precision.
<p>Competition Prep: Presenting the JA Titan of Business Competition</p> <p>In this game-based session, students compete as businesses to see which will be crowned the JA Titan of Industry.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express the importance of profit to the success of a business. Apply the profit equation: profit equals total revenue minus total costs. Demonstrate an understanding that companies are constrained by limited resources. Evaluate the possible trade-offs for each business decision before committing to the decision. Use a budget as a strategy to monitor income, expenses, and other financial records. Identify potential customers and their preferred phone 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology, and capital investment alter productivity.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.

JA Titan

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<p>features to increase profitability.</p> <ul style="list-style-type: none"> Identify a new phone feature to be developed to potentially increase profits. Additionally, depending on the simulation settings selected, students may: <ul style="list-style-type: none"> Apply debt financing for profitability. Express the benefits to a business of making intentional, positive CSR decisions for the business, its employees, and the community. 	<p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>		<ul style="list-style-type: none"> Attend to precision.
<p>Deep Dive: Research & Development*</p> <p>This session provides a deeper exploration and study of R&D concepts.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express the importance of R&D to the continued profitability of a business. Identify a new feature to be developed for a smartphone that would potentially increase profits and practice working through the product design phase. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p> <p>13.2.9-12.F Apply Entrepreneurial Mindset characteristics and skills to school, work, [and extracurricular environments].</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.

JA Titan

JA Titan Session Descriptions	Economics / Personal Finance / Social Studies	Career Education and Work / Family and Consumer Sciences	PA ELA and Math
<p>Deep Dive: Marketing*</p> <p>This session provides a deeper exploration and study of marketing concepts.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express the importance of marketing as an investment in the continued profitability of a business. Apply the Four Ps of Marketing (product, place, price, and promotion) to a marketing plan to potentially increase a company's profits. 	<p>Economics</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.D Predict how changes in supply and demand affect equilibrium price and quantity sold.</p> <p>6.2.9-12.G Evaluate how changes in education, incentives, technology, and capital investment alter productivity.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.3 CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.
<p>Deep Dive: Corporate Social Responsibility*</p> <p>In this session, students analyze how a company can be a good community partner and socially responsible, culminating in a case study to explore how investing in CSR and being a good corporate citizen can impact a business and its many stakeholders.</p> <p>Students will:</p> <ul style="list-style-type: none"> Express how a business, its employees, and the community all benefit when the business makes intentional, positive CSR decisions. Resolve an ethical business dilemma between a business's responsibilities of profit versus its responsibilities to various stakeholders, including employees, customers, and the community. 	<p>Economics</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>11.2.9-12.A Develop a global view to weigh consumer and design decisions with the parameters of sustainability, socioeconomic, and cultural contexts.</p> <p>Personal Finance</p> <p>17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals.</p> <p>Civics and Government</p> <p>5.2.9.D Analyze citizens' roles in the political process toward the attainment of goals for individual and public good.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.</p> <p>13.2.9-12.D Use job-specific technologies to accomplish work responsibilities in a productive manner.</p> <p>13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.</p>	<p>ELA: Reading CC.1.2.9-10.J CC.1.2.11.12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening CC.1.5.9-10.A CC.1.5.11-12.A</p> <p>Mathematics: Numbers and Operations CC.2.1.HS.F.5</p> <p>Mathematical Practice</p> <ul style="list-style-type: none"> Make sense of problems and persevere in solving them. Use appropriate tools strategically.

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	<p>5.2.12.B Examine the causes of conflicts in society and evaluate techniques to address those conflicts.</p> <p>5.2.12.D Evaluate and demonstrate what makes competent and responsible citizens.</p>		
<p>Deep Dive: Daily Business Operations Speaker Session*</p> <p>In this volunteer-led session, a volunteer presents how his/her own business knowledge applies and relates to the business concepts in the simulation.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize real-world applications of the terms and concepts from the game through a volunteer guest speaker presentation. 	<p>Economics</p> <p>6.1.9-12.D Analyze how choices made by individuals, firms, or government officials are constrained by available resources.</p> <p>6.1.9-12.E Evaluate the allocation of resources used to produce goods and services.</p> <p>6.1.9-12.L Analyze how consumers and producers participate in the global production and consumption of goods or services.</p> <p>6.2.9-12.I Analyze the role of profits and losses in the allocation of resources in a market economy.</p> <p>6.2.9-12.J Evaluate the impact of entrepreneurs on the economy.</p>	<p>Career Education and Work</p> <p>13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.</p> <p>13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.</p> <p>13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.</p> <p>13.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.</p>	<p>ELA: Reading</p> <p>CC.1.2.9-10.J CC.1.2.11-12.J CC.1.2.9-10.K CC.1.2.11-12.K CC.1.2.9-10.L CC.1.2.11-12.L</p> <p>ELA: Writing</p> <p>CC.1.4.9-10.F CC.1.4.11-12.F</p> <p>ELA: Speaking and Listening</p> <p>CC.1.5.9-10.A CC.1.5.11-12.A CC.1.5.9-10.C CC.1.5.11-12.C CC.1.5.9-10.E CC.1.5.11-12.E CC.1.5.9-10.G CC.1.5.11-12.G</p>