A Correlation: Ohio Academic Standards and Junior Achievement Middle School Programs
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.

In this document, Junior Achievement programs are correlated to the 2018 Ohio New Learning Standards 6-8 along with the 2019 Ohio Financial Literacy and Career Connections Standards and Frameworks and Common Core English Language Arts (ELA) and Mathematics. This list is not meant to be exhaustive or intended to suggest that a JA program will completely address any given standard, but is designed to show how it can enhance or complement efforts to do so. The flexibility of the programs and supplementary materials allow specific content or skills to be addressed in depth by the teacher and/or business volunteer as needed.

JA Middle Grades Programs

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

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

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

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

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

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

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

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

JA It’s My Job™ (Soft Skills) helps students understand the value of professional communication and soft skills, making them more employable across multiple career clusters. (Grades 6-12)
# JA Economics for Success

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Key Learning Objectives</th>
<th>Common Core ELA</th>
<th>Academic Standards</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session One: Mirror, Mirror</strong>&lt;br&gt;Students make choices to better understand the concept of self-knowledge—the awareness of their skills, interests, and values—as they consider education, careers, and other life choices.</td>
<td>Objectives:&lt;br&gt;The students will:&lt;br&gt;• Use personal reflection to explain self-knowledge&lt;br&gt;• Apply their skills, interests, and values to help determine a potential career path</td>
<td>Grade 6&lt;br&gt;RI.6.2,4,7&lt;br&gt;SL.6.1-2&lt;br&gt;L.6.1,3,4</td>
<td>Financial Literacy&lt;br&gt;3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability&lt;br&gt;Career Connections&lt;br&gt;• Identify interests</td>
</tr>
<tr>
<td><strong>Session Two: Be a Success</strong>&lt;br&gt;Students learn how to set goals for their financial future. They play the “Be A Success Game” to see the connection between personal finance, education, and careers.</td>
<td>Objectives:&lt;br&gt;The students will:&lt;br&gt;• Identify the connection between goal-setting, personal finance, education, and career choices&lt;br&gt;• Apply decision making to education and career choices</td>
<td>Grade 6&lt;br&gt;RI.6.4&lt;br&gt;SL.6.1-2&lt;br&gt;L.6.1,3,4</td>
<td>Financial Literacy&lt;br&gt;Identify the differences between short- and long-term financial goals&lt;br&gt;• Explore how education and career decisions affect incomes and job opportunities&lt;br&gt;• Describe responsible ways to manage money&lt;br&gt;Career Connections&lt;br&gt;• Develop self-awareness&lt;br&gt;• Determine personal motivations related to work and income.</td>
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<tr>
<td><strong>Session Three: Keeping Your Balance</strong>&lt;br&gt;Students receive Occupation Cards and observe how different jobs provide different monthly salaries. Based on those monthly salaries, students evaluate the opportunity cost when making budget decisions.</td>
<td>Objectives:&lt;br&gt;The students will:&lt;br&gt;• Recognize that a balanced budget is important for all workers&lt;br&gt;• Define the term income and differentiate between gross and net income&lt;br&gt;• Name ways to balance a budget</td>
<td>Grade 6&lt;br&gt;RI.6.4,7&lt;br&gt;SL.6.1&lt;br&gt;L.6.1,3,4</td>
<td>Financial Literacy&lt;br&gt;2. Financial responsibility involves life-long decision-making strategies, which include consideration of alternatives and consequences.&lt;br&gt;• List financial decisions made at different stages of life and factors that will affect those decisions.&lt;br&gt;6. Financial responsibility includes the development of a spending and savings plan&lt;br&gt;• Devise a spending and savings plan (budget) for current short- and long-term goals, income and expenses.&lt;br&gt;• Identify factors that could force an individual to change his or her budget&lt;br&gt;Career Connections&lt;br&gt;• Participate in Career research</td>
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</table>
## JA Economics for Success

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<tr>
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</table>
| **Session Four: Savvy Shopper** | Students examine how consumers pay for goods and services. They discuss the advantages and disadvantages of using debit and credit cards. | **Objectives:** The students will:  
- Identify the differences between debit and credit cards  
- Explain the advantages and disadvantages of both cards  
- Recognize the importance of taking personal responsibility for financial decisions | **Grade 6**  
RI.6.4,7  
SL.6.1  
L.6.1,3,4  
**Grade 7**  
RI.7.4  
SL.7.1  
L.7.3,4  
**Grade 8**  
RI.8.4  
SL.8.1  
L.8.1,3,4 | **Financial Literacy**  
2. Understand there are often positive and negative consequences for financial decisions.  
10. An informed consumer makes decisions on purchases that may include a decision-making strategy to determine if purchases are within their budget.  
- Explain the factors a consumer considers before making a purchase.  
**Economics**  
6. 16. When selecting items to buy, individuals can weigh costs and benefits and compare the price and quality of available goods and services. |
| **Session Five: Keeping Score** | Students examine how a credit score is determined and learn about the consequences of a positive and negative credit report. | **Objectives:** The students will:  
- Describe the favorable or unfavorable consequences of a high or low personal credit score  
- Explain actions that cause a credit score to go up or down | **Grade 6**  
RI.6.4,7  
SL.6.1  
L.6.1,3,4  
**Grade 7**  
RI.7.4  
SL.7.1  
L.7.1,3,4  
**Grade 8**  
RI.8.4  
SL.8.1  
L.8.1,3,4 | **Financial Literacy**  
18. Credit is a contractual agreement in which a borrower receives something of value now and agrees to repay the lender at some later date. Identify the terms that may exist within a loan.  
20. Effectively balancing credit and debt helps one achieve some short- and long-term goals.  
Discuss situations that positively or negatively impact an individual’s credit score |
| **Session Six: What’s the Risk?** | Students learn that life involves risk and that insurance and personal responsibility help to reduce the financial consequences of loss or injury. | **Objectives:** The students will:  
- Explore the cost and consequence of risk  
- Explain how insurance provides a method to minimize financial risk  
- Identify the opportunity cost of having insurance  
- Assess how personal responsibility plays a part in minimizing risk | **Grade 6**  
SL.6.1  
L.6.1,3,4  
**Grade 7**  
SL.7.1  
L.7.3,4  
**Grade 8**  
SL.8.1  
L.8.1,3,4 | **Economics**  
6.12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies.  
7. 19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost-benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits.  
8.24 Choices made by individuals, businesses and governments have both present and future consequences. |
### Session Details

#### Session One: Business and Customer

Students learn about the relationship between businesses, their customers, and the mutually beneficial exchange of products and services. Students connect well-known products and businesses to their country of origin as they explore the global marketplace.

**Objectives:**
- Identify what a business gains from an exchange with a customer.
- Identify what a customer gains from an exchange with a business.
- Define ethics and ethical dilemma (Deeper Look).
- Identify the stakeholders of a business.
- Evaluate whether the actions of a business, which had positive or negative implications to stakeholders, were ethical (Deeper Look).

**Economics**
- 6.12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies.
- 7.19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost-benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits.
- 8.24. Choices made by individuals, businesses and governments have both present and future consequences.

**Geography**
- 6.8. Modern cultural practices and products show the influence of tradition and diffusion, including the impact of major world religions.
- 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world.

**Session Two: Business and Culture**

Students learn that businesses must understand cultural differences in order to meet customers’ needs and make a profit in different countries. By examining the different habits of international customers, students learn about international etiquette.

**Objectives:**
- Identify business-related, cultural differences throughout the world.
- Explain the need for international businesses to take into account their customers’ cultural differences in order to provide for the customer and make a profit.
- Identify cultural differences throughout the world that affect social interaction and communication.

**Government**
- 6.9. Different perspectives on a topic can be obtained from a variety of historic and contemporary sources and used to effectively communicate and defend a claim based on evidence. Sources should be examined for accuracy and credibility.
- 7.16. Analyzing individual and group perspectives is essential to understanding historic and contemporary issues. Opportunities for civic engagement exist for students to connect real-world issues and events to classroom learning.

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### Academic Standards

#### Common Core ELA

<table>
<thead>
<tr>
<th>Grade 6</th>
<th>RI.6.4</th>
<th>RI.6.7</th>
<th>W.6.4</th>
<th>SL.6.1-2</th>
<th>L.6.1-6</th>
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<tr>
<td>Grade 7</td>
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<td>SL.7.1-2</td>
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<tr>
<td>Grade 8</td>
<td>RI.8.4</td>
<td>W.4</td>
<td>SL.8.1-2</td>
<td>L.8.1-6</td>
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#### Common Core Math

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<thead>
<tr>
<th>Grade 6</th>
<th>RI.6.1</th>
<th>RI.6.4</th>
<th>RI.6.7</th>
<th>W.6.4</th>
<th>SL.6.1-2</th>
<th>L.6.1-6</th>
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<tbody>
<tr>
<td>Grade 7</td>
<td>RI.7.1</td>
<td>RI.7.4</td>
<td>W.7.4</td>
<td>SL.7.1-2</td>
<td>SL.7.4</td>
<td>L.7.1-6</td>
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<tr>
<td>Grade 8</td>
<td>RI.8.1</td>
<td>RI.8.4</td>
<td>W.8.4</td>
<td>SL.8.1-2</td>
<td>SL.8.4</td>
<td>L.8.1-6</td>
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</tbody>
</table>

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### Session Three: Global Trade

Students learn that businesses trade in order to obtain products and services that customers want or need. Students will learn about imports and exports, examine the ways technology has improved international trade, and participate in a global trade game.

**Objectives:**
The students will be able to:
- Identify reasons why countries trade
- Demonstrate that countries benefit more from trade than from trying to meet all their own needs
- Apply key terms related to trade.
- Describe how improvements in technology can influence international trade

<table>
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<tr>
<th>Academic Standards</th>
<th>Common Core ELA</th>
<th>Common Core Math</th>
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<tbody>
<tr>
<td>Geography 6.3. Geographic tools can be used to gather,</td>
<td>RI.6.4</td>
<td>Mathematical</td>
</tr>
<tr>
<td>process and report information about people, places</td>
<td>W.6.4</td>
<td>Practices 2-3</td>
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<tr>
<td>and environments. Cartographers decide which information</td>
<td>SL.6.1-2</td>
<td>5.7-7</td>
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<tr>
<td>to include and how it is displayed.</td>
<td>SL.4</td>
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<tr>
<td>6.5. Regions can be determined, classified and</td>
<td>L.6.1-6</td>
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<td>compared using various criteria.</td>
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<td>6.7. Political, environmental, social and economic</td>
<td>Grade 7</td>
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<tr>
<td>factors cause people, products and ideas to move from</td>
<td>RI.7.4</td>
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<tr>
<td>place to place…</td>
<td>W.7.4</td>
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<tr>
<td>fostered the spread of technology and major world</td>
<td>SL.7.4</td>
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<td>religions.</td>
<td>L.7.1-6</td>
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<tr>
<td>7.15. Improvements in transportation, communication and</td>
<td>Grade 8</td>
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<tr>
<td>technology have facilitated cultural diffusion among</td>
<td>RI.8.4</td>
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<td>peoples around the world.</td>
<td>W.8.4</td>
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<tr>
<td>6.13. The fundamental questions of economics include</td>
<td>SL.8.1-2</td>
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<tr>
<td>what to produce, how to produce and for whom to</td>
<td>SL.8.4</td>
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<tr>
<td>produce.</td>
<td>L.8.1-4</td>
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<td>L.8.6</td>
<td>Grade 8</td>
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</table>

### Session Four: Why Countries Specialize

Students learn that modern countries cannot provide all the products and services that their people want and need. Therefore, businesses in different countries specialize by focusing their efforts on specific resources or producing smaller parts of a product. Students look at examples of specialized global manufacturing, discuss how it affects trade, and consider the trade-offs of interdependence.

**Objectives:**
The students will be able to:
- Define specialization
- Analyze examples of international trade to explain why modern countries cannot provide for all of their wants and needs
- Show how events and decisions in one country have a causal relationship with, and produce an effect on, customers in another country

<table>
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<tbody>
<tr>
<td>Geography 6.3. Globes and other geographic tools can be</td>
<td>RI.6.1</td>
<td>Mathematical</td>
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<tr>
<td>used to gather, process and report information.</td>
<td>RI.6.4</td>
<td>Practices 1-2</td>
</tr>
<tr>
<td>7.13. Geographic factors promote or impede the movement</td>
<td>RI.6.7</td>
<td>4-7</td>
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<tr>
<td>of people, products and ideas.</td>
<td>SL.6.1-2</td>
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<tr>
<td>7.15. Improvements in transportation, communication</td>
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<td>and technology have facilitated cultural diffusion</td>
<td>L.6.3-4</td>
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<td>among peoples around the world.</td>
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<td>6.12. The choices people make have both present and</td>
<td>Grade 7</td>
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<tr>
<td>future consequences..</td>
<td>RI.7.1</td>
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<tr>
<td>6.14. When regions and/or countries specialize,</td>
<td>RI.7.4</td>
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<tr>
<td>global trade occurs.</td>
<td>SL.7.1-2</td>
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<td>6.16. When selecting items to buy, individuals can</td>
<td>L.7.1</td>
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<td>compare the price and quality of available goods and</td>
<td>L.7.3-4</td>
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<td>services.</td>
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<td>7.20. The variability in the distribution of productive</td>
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<tr>
<td>resources in the various regions of the world</td>
<td>RI.8.1</td>
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<td>contributed to specialization, trade and interdependence.</td>
<td>RI.6.4</td>
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<td>L.8.6</td>
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## Session Five: Trade Barriers

Students explore the types of restrictions that governments place on international trade. They learn about tariffs, quotas, subsidies, and standards and how these barriers affect governments, businesses, and customers.

### Objectives:

The students will be able to:
- Identify examples of trade barriers
- Analyze the consequences of trade barriers on businesses, employees, and customers
- Explain why balance of trade matters to businesses, customers, and employees

### Financial Literacy

2. Financial Responsibility involves lifelong decision-making strategies which include consideration of alternatives and consequences.

### Economics

6.12. The choices people make have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies.


### Government

7.16. The ability to understand individual and group perspectives is essential to analyzing historic and contemporary issues.

<table>
<thead>
<tr>
<th>Grade 6</th>
<th>RI.6.4</th>
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<td>Grade 8</td>
<td>RI.8.4</td>
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| Mathematical Practices | 2-3 | 6-7 |

## Session Six: Currency

Students explore the concept of international currencies. They learn about variable exchange rates, currency converters, and how to compare the prices of products from around the world.

### Objectives:

The students will be able to:
- Define currency and exchange rate
- Recognize that different countries have different forms of currency
- Recognize that each currency has a different value, which is determined through a variable exchange rate

### Economics

6.11. Economists compare data sets to draw conclusions about relationships among them.

6.15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used

### Government

7.21. The growth of cities and empires fostered the growth of markets. Market exchanges encouraged specialization and the transition from barter to monetary economies.

<table>
<thead>
<tr>
<th>Grade 6</th>
<th>RI.6.4</th>
<th>RL.6.7</th>
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| Mathematical Practices | 1-7 |

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Session Seven: Global Workforce

Students take on the role of international business owners reviewing the skills and experience of potential employees.

Objectives:
The students will be able to:
- Describe how businesses are able to use modern technology and communication tools to locate highly qualified employees at the most advantageous wages
- Express specific steps that would need to be taken to obtain work in another country
- Recognize the value of a second language for future job opportunities

<table>
<thead>
<tr>
<th>Geography</th>
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<tr>
<td>7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world.</td>
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<tr>
<th>Financial Literacy</th>
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<tr>
<td>4. Income sources include job earnings and benefits, business earnings, saving and investment earnings, government payments, grants, inheritances, etc</td>
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<th>Career Connections</th>
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<td>• identify interests</td>
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<td>• develop self-awareness</td>
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## Session One: Entrepreneurs

Students learn about the relationship between entrepreneurs, their businesses, and the products and services they offer, and then take an entrepreneurial characteristics inventory to assess their own entrepreneurial skills and interests.

### Objectives:
The students will be able to:
- Define entrepreneurship and social entrepreneurship
- Describe the relationship between a business and its products and service
- Identify entrepreneurial characteristics and recognize them, in varying degrees, in themselves

### Academic Standards: Financial Literacy
4. Income sources include job earnings and benefits, entrepreneurship, saving and investment earnings, government payments, grants, inheritances, etc.
- Workers can experience dramatic income dips and spikes from month to month.
- List and explain the different types of income, including earned and unearned.

### Career Connections
- identify interests
- develop self-awareness
- determine personal motivations related to work and income

### Common Core ELA:
- Grade 7: RI 7.4, 7.7, SL 7.1-2, L 7.1-6
- Grade 8: RI 8.4, SL 8.1-2, L 8.1-5

## Session Two: Market and Need

Students are introduced to young entrepreneurs who have successfully met an identified market need, and then created a new product to meet the need. Students work in groups to brainstorm current needs within different product categories.

### Objectives:
The students will be able to:
- Define market and need
- Explain the importance of identifying market and need when developing new product or service ideas

### Academic Standards: Financial Literacy
6.15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used

### Common Core ELA:
- Grade 7: RI 7.1, 7.4, 7.7, SL 7.1-2, 4, L 7.1-6
- Grade 8: RI 8.1, 4, SL 8.1-2, 4, L 8.1-5

## Session Three: Innovative Ideas

Students learn about innovative idea generation, and examine cutting-edge products. Working in groups, students brainstorm their own product ideas and use graphic organizers to capture them.

### Objectives:
The students will be able to:
- Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business
- Participate in creative idea generation, from brainstorming to defending and selecting an idea

### Academic Standards: Economics
6.13. The fundamental questions of economics include what to produce, how to produce and for whom to produce.

### Common Core ELA:
- Grade 7: RI 7.1, 7.4, 7.7, SL 7.1-2, 4, L 7.1-6
- Grade 8: RI 8.1, 4, SL 8.1-2, 4, L 8.1-5
## Session Four: Testing the Market

Students learn about the importance of obtaining market feedback about new product ideas. They will examine various survey question types and determine whether questions yield useful product feedback, and then practice developing survey questions in groups.

**Objectives:**
- Discuss the importance of market research in the product development process
- Describe multiple types of survey questions

<table>
<thead>
<tr>
<th>Academic Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Economics</strong></td>
<td></td>
</tr>
<tr>
<td>6.16. When selecting items to buy, individuals can compare the price and quality of available goods and services</td>
<td>Grade 6 RI.6.1.4,7 W.6.4 SL.6.1-2 L.6.1-6</td>
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<td>Grade 7 RI.7.1.4,7 W.7.4 SL.7.1-2 L.7.1-6</td>
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<tr>
<td></td>
<td>Grade 8 RI.8.4 W.8.4 SL.8.1-2 L.8.1-5</td>
</tr>
</tbody>
</table>

## Session Five: Design and Prototype

Students learn about product design and the prototype process. Each student will create a product sketch to show the features and explain the purpose of his or her product.

**Objectives:**
- Represent a product idea and its features by using rough sketches and drawings
- Recognize sketches as an important first step in the prototype process

<table>
<thead>
<tr>
<th>Academic Standards</th>
<th>Common Core ELA</th>
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</thead>
<tbody>
<tr>
<td><strong>Economics</strong></td>
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<tr>
<td>6.12. The choices people make have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies.</td>
<td>Grade 6 RI.6.4,7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6</td>
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<td>Grade 7 RI.7.4,7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</td>
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<td>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</td>
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</table>

## Session Six: Seek Funding

Students learn how to plan and deliver a pitch presentation with the intent of attracting potential investors. In a mock competition, groups will pitch their product idea to guest judge(s) who will award teams with ceremonial startup funds.

**Objectives:**
- Describe the elements that make a strong pitch presentation
- Work together to create and deliver a product pitch for potential funding

<table>
<thead>
<tr>
<th>Academic Standards</th>
<th>Common Core ELA</th>
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<tbody>
<tr>
<td><strong>Financial Literacy</strong></td>
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<tr>
<td>4. Income sources include job earnings and benefits, entrepreneurship, saving and investment earnings, government payments, grants, inheritances, etc. Workers can experience dramatic income dips and spikes from month to month.</td>
<td>Grade 6 RI.6.4,7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-4</td>
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<tr>
<td></td>
<td>Grade 7 RI.7.4,7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-4</td>
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<tr>
<td></td>
<td>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</td>
</tr>
</tbody>
</table>
### Session One: My Brand

Students learn that they have their own personal brand and that the brand they build today will reflect on them in the future. They examine well-known logos to learn how individuals and companies create their brands and build their reputations. They assess their personal characteristics to define their own brands and then develop logos to represent themselves.

**Objectives:**
- Describe the elements of a brand
- Recognize the ability of personal branding to build a positive reputation, for their personal life as well as for their future career
- Design a logo that expresses their personal brand

### Session Two: Career Paths and Clusters

Students are introduced to the 16 career clusters and the pathways through them. They take a career interest survey and learn about potential jobs within their preferred clusters. They then share job information with other members of the class and discuss the importance of all jobs within a community.

**Objectives:**
- Define careers cluster.
- Identify jobs in specific career clusters to explore further
- Recognize the interconnectivity and value of all types of jobs

### Session Three: High-Growth Careers

Students learn about the importance of being aware of which fields are growing and which are declining when making decisions about their own careers. They play a game that introduces information about high-growth job fields.

**Objectives:**
- Identify specific careers that are forecast to have high-growth rates
- Consider a variety of factors when selecting a career

---

**Session Details** | **Academic Standards** | **Common Core ELA**
--- | --- | ---
Session One: My Brand | Career Connections
- identify interests
- develop self-awareness | Grade 6
RI.6.4,7
SL.6.1-2
SL.6.4-5
L.6.1-6
Grade 7
RI.7.4
SL.7.1-2
SL.7.4-5
L.7.1-6
Grade 8
RI.8.4
SL.8.1-2
SL.8.4-5
L.8.1-6

Session Two: Career Paths and Clusters | Financial Literacy
3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability
- Evaluate individual interests and skill sets to identify potential careers.
- Explain how one can become more employable through training and education.
- identify interests
- develop self-awareness
- determine personal motivations related to work and income | Grade 6
RI.6.1,4,7
SL.6.1-2
SL.6.4-5
L.6.1-6
Grade 7
RI.7.1,4
SL.7.1-2
SL.7.4
L.7.1-6
Grade 8
RI.8.1,4
SL.8.1-2
SL.8.4
L.8.1-6

Session Three: High-Growth Careers | Financial Literacy
3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability
- Identify how various training and education options in high school and beyond can further one’s employability.
- identify interests
- develop self-awareness
- determine personal motivations related to work and income | Grade 6
RI.6.1
RI.6.4
RI.6.7
SL.6.1-2
L.6.1-6
Grade 7
RI.7.1
RI.7.4
SL.7.1-2
L.7.1-6
Grade 8
RI.8.1
RI.8.4
SL.8.1-2
L.8.1,3,4
## Session Details

### Session Four: Career Mapping

Students learn how early experiences can build transferable skills that contribute to future job success. Students look at the lives of celebrities and their paths to success, focusing on early experiences. They learn about career maps by examining a sample and then creating their own.

**Objectives:**
The students will be able to:
- Identify jobs in specific career clusters that they would like to explore further
- Plan significant milestones they need to reach to earn a particular job

### Session Five: On the Hunt

Students are introduced to the basics of looking for, and applying and interviewing for a job. They play a game in which they must identify two truths and a myth about the job search process. They also learn the fundamentals of creating a resume and engage in simulation in which they identify appropriate skills for various jobs and decide upon the right section of a resume to highlight those skills.

**Objectives:**
The students will be able to:
- Recognize basic job-hunting techniques, including looking for a job, applying, interviewing, and listing references
- Recognize the importance of personal presentation and making a good impression, on paper and in person.
- Recognize the basic construction of a resume and skills that should be highlighted on a resume.

### Session Six: Soft Skills

Students learn about the differences between technical and soft skills and why both are essential for keeping a job. Students will also complete a soft skills self-evaluation to determine which skills they already have and which they can work toward. Finally, they will role-play situations that require strong soft skills.

**Objectives:**
The students will be able to:
- Define and differentiate between technical skills and soft skills
- Identify specific soft skills they already possess and those they need to improve

## Academic Standards

### Financial Literacy

3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability
- Evaluate individual interests and skill sets to identify potential careers.
- Explain how one can become more employable through training and education.

### Career Connections

- Identify interests
- Develop self-awareness
- Determine personal motivations related to work and income

### Session Details

<table>
<thead>
<tr>
<th>Session Four: Career Mapping</th>
<th>Academic Standards</th>
<th>Common Core ELA</th>
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</thead>
</table>
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The students will be able to:
- Identify jobs in specific career clusters that they would like to explore further
- Plan significant milestones they need to reach to earn a particular job | **Grade 6**
RI.6.4,7
W.6.4
SL.6.1,2,4,5
L.6.1-6
**Grade 7**
RI.7.4
W.7.4
SL.7.1,2,4,5
L.7.1-6
**Grade 8**
RI.8.4
W.8.4
SL.8.1-2
SL.4-5
L.8.1-6 |

<table>
<thead>
<tr>
<th>Session Five: On the Hunt</th>
<th>Academic Standards</th>
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</tr>
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</table>
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The students will be able to:
- Recognize basic job-hunting techniques, including looking for a job, applying, interviewing, and listing references
- Recognize the importance of personal presentation and making a good impression, on paper and in person.
- Recognize the basic construction of a resume and skills that should be highlighted on a resume. | **Grade 6**
RI.6.1
RI.6.4
RI.6.7
SL.6.1-2
SL.4
L.6.1-6
**Grade 7**
RI.7.1
Ri.7.4
SL.7.1-2
SL.7.4
L.7.1-4
**Grade 8**
RI.8.1
RI.8.4
SL.8.1-2
SL.8.4
L.8.1-4 |

<table>
<thead>
<tr>
<th>Session Six: Soft Skills</th>
<th>Academic Standards</th>
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</table>
| Students learn about the differences between technical and soft skills and why both are essential for keeping a job. Students will also complete a soft skills self-evaluation to determine which skills they already have and which they can work toward. Finally, they will role-play situations that require strong soft skills. | **Objectives:**
The students will be able to:
- Define and differentiate between technical skills and soft skills
- Identify specific soft skills they already possess and those they need to improve | **Grade 6**
RI.6.1,4,7
SL.6.1,2,4
L.6.1-6
**Grade 7**
RI.7.1,4,7
SL.7.1,2,4
L.7.1-6
**Grade 8**
RI.8.1,4
SL.8.1,2,4
L.8.1-5 |
## JA Career Exploration Fair

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Academic Standards</th>
<th>Career Connections Framework</th>
<th>Common Core ELA</th>
</tr>
</thead>
</table>
| **Pre-Fair Session: What Sets You Apart?** | Financial Literacy 2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability. | • Career exploration strategies are opportunities for students to discover work environments and understand the various aspects of the workplace.  
• Include tools and instruments that help students understand and appreciate their strengths and interests.  
• Determine personal motivations related to work and income | Reading for Informational Text  
RI 4  
RI 7  
Speaking and Listening  
SL 1  
SL 2  
Language  
L 3  
L 4  
L 6 |
| **The Day of the Fair** | Financial Literacy 2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability. | • Students explore their career interests through embedded activities. | Reading for Informational Text  
RI 4  
RI 7  
Speaking and Listening  
SL 1  
SL 2  
Writing  
W 4  
W 7  
Language  
L 3  
L 4  
L 6 |
| **Post-Fair Session** | Students reflect on their JA Career Exploration Fair experiences. | • Students start plans for their future with career information and postsecondary education data  
• Determine personal motivations related to work and income | Reading for Informational Text  
RI 2  
RI 4  
RI 5  
RI 7  
Speaking and Listening  
SL 1  
SL 2  
Writing  
W 4  
W 7  
Language  
L 3  
L 4  
L 6 |

**Objectives:**

- **The students will:**  
  - Define careers.  
  - Differentiate between abilities (skills) and values.  
  - Identify their personal characteristics.

- **The students will:**  
  - Meet and interact with various business representatives.  
  - Identify the variety of careers people have in the community.  
  - Express how jobs require specific interests and skills.  
  - Integrate self-knowledge into career planning.

- **The students will:**  
  - Identify a future career goal.  
  - Create a personal action plan.
## JA Career Speaker Series

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Academic Standards</th>
<th>Career Connections Framework</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session One: Before the Event</strong></td>
<td><strong>Financial Literacy</strong></td>
<td>• Identify interests</td>
<td>Reading for Informational Text</td>
</tr>
<tr>
<td>Students research the visiting career speaker and his or her company, and prepare questions for the speaker event.</td>
<td>2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</td>
<td>• Develop self-awareness</td>
<td>RI 1 RI 4 RI 7</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td>• Identify skills and interests.</td>
<td>• Determine personal motivations related to work and income</td>
<td>Speaking and Listening SL 1 SL 2</td>
</tr>
<tr>
<td>The students will:</td>
<td>• Recognize Career Clusters</td>
<td></td>
<td>Writing W 4 W 7</td>
</tr>
<tr>
<td>▪ Identify skills and interests.</td>
<td>• Recall future high-demand occupations</td>
<td></td>
<td>Language L 3 L 4 L 6</td>
</tr>
<tr>
<td><strong>Session Two: During the Event</strong></td>
<td><strong>Financial Literacy</strong></td>
<td>• Students explore their career interests through embedded activities.</td>
<td>Speaking and Listening SL 1 SL 2</td>
</tr>
<tr>
<td>Students learn about the guest speaker’s job experiences and stories, ask questions, and take notes.</td>
<td>2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</td>
<td>• Attend [Workplace] visits with career interviews</td>
<td>Writing W 4 W 7</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td>• Practice active listening skills.</td>
<td></td>
<td>Language L 3 L 4 L 6</td>
</tr>
<tr>
<td>The students will be able to:</td>
<td>• Equate job responsibilities with skills and interests</td>
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<tr>
<td>▪ Practice active listening skills.</td>
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<tr>
<td><strong>Session Three: After the Event</strong></td>
<td><strong>Financial Literacy</strong></td>
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</tr>
<tr>
<td>Students reflect on what they learned during their preparation and the speaker event.</td>
<td>2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.</td>
<td>• Identify interests</td>
<td>Speaking and Listening SL 1 SL 2</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td>• Recognize Career Clusters</td>
<td>• Develop self-awareness</td>
<td>Writing W 2 W 4 W 7</td>
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<tr>
<td>The students will be able to:</td>
<td></td>
<td>• Determine personal motivations related to work and income</td>
<td>Language L 3 L 4 L 6</td>
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</table>
### JA Excellence through Ethics

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Academic Standards</th>
<th>Career Connections Framework</th>
<th>Common Core ELA</th>
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</thead>
<tbody>
<tr>
<td><strong>Day of the Visit</strong></td>
<td>SS Economics</td>
<td>• Determine personal</td>
<td>Reading for</td>
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<td>motivations related to</td>
<td>Informational</td>
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<td>work and income</td>
<td>Text</td>
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<td>RI 1</td>
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<td><strong>Reflection Activity</strong></td>
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<td><strong>SS Economics</strong></td>
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<td>• Determine personal</td>
<td><strong>Common Core ELA</strong></td>
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</table>

#### SS Economics

6.9. Different perspectives on a topic can be obtained from a variety of historic and contemporary sources and used to effectively communicate and defend a claim based on evidence. Sources should be examined for accuracy and credibility.

7. 16. Analyzing individual and group perspectives is essential to understanding historic and contemporary issues. Opportunities for civic engagement exist for students to connect real-world issues and events to classroom learning.

8. 24. Choices made by individuals, businesses and governments have both present and future consequences.

#### Reflection Activity

Students will reflect and discuss what they've learning after interacting with the volunteer, a local business professional who articulated how and why professionals make ethical choices and decisions regarding relationships, the work environment, and life.

#### Objectives:

The students will:

- Define ethics, ethical dilemma, values, core values, and interdependence.
- Articulate how one's core values affects one's choices.
- Articulate and identify the steps necessary to make ethical decisions.
- Recognize that individual ethics affect the greater community.

- Apply key terms and concepts used in the volunteer-led activities.
- Use intentional, ethical decision-making skills to consider outcomes and consequences of choices.
- Self-examine to develop a personal awareness of values to begin to see the connection between their words and actions.
# JA Inspire

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Academic Standards</th>
<th>Career Connections Framework</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session One: Career Planning Starts with You</strong></td>
<td><strong>Financial Literacy</strong> 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability</td>
<td>• Identify interests  • Develop self-awareness  • Determine personal motivations related to work and income</td>
<td>Reading for Informational Text  RI 1  RI 4  RI 7  Speaking and Listening  SL 1  SL 2  Language  L 3  L 4  L 6</td>
</tr>
<tr>
<td>Through close examination of specific skills and career clusters, students learn the key factors to investigate career planning, skills, interests, work priorities, and job outlooks.</td>
<td>• Evaluate individual interests and skill sets to identify potential careers.  • Explain how one can become more employable through training and education.</td>
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<tr>
<td><strong>Objectives:</strong> The students will be able to:</td>
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<tr>
<td>▪ Recognize career clusters that match their skills and interests.  ▪ Assess their soft skills and identify need for improvement.  ▪ Identify industries and jobs that offer opportunities.</td>
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<tr>
<td><strong>Session Two: Making the Most of JA Inspire</strong></td>
<td><strong>Financial Literacy</strong> 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability</td>
<td>• Identify interests  • Develop self-awareness  • Determine personal motivations related to work and income</td>
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</tr>
<tr>
<td>In this session, students refine a plan for the event. If possible, encourage students to spend additional time outside of class researching the participating companies.</td>
<td>• Evaluate individual interests and skill sets to identify potential careers.  • Explain how one can become more employable through training and education.</td>
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<tr>
<td><strong>Objectives:</strong> The students will be able to:</td>
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<tr>
<td>▪ Identify companies that they want to learn more about at the JA Inspire event. Three is a good number.  ▪ Prepare questions that they want to ask and practice asking them.  ▪ Create an elevator pitch—a statement that explains why they are interested in a company or a job and what they have to offer, and helps to connect them with the company volunteers.  ▪ Express their expectations of the upcoming event.</td>
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## Session Three: JA Inspire Event

During the JA Inspire expo, students participate in hands-on activities, often using equipment or tools used on a job.

### Objectives:
The students will:
- Make connections with adults who have jobs in careers that interest them.
- See the connection between high school programming choices and careers.
- Collect information about the education required to be successful in a job.
- Practice soft skills.

### Financial Literacy

3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.

- Explain how one can become more employable through training and education.

### Career Connections Framework

- Attend [Workplace] visits with career interviews
- Determine personal motivations related to work and income
- Students explore their career interests through embedded activities
- Career exploration strategies are opportunities for students to discover work environments and understand the various aspects of the workplace.

### Reading for Informational Text
- RI 1
- RI 4
- RI 7
- Speaking and Listening
  - SL 1
  - SL 2
- Language
  - L 3
  - L 4
  - L 6

## Session Four: Debrief and Next Steps

Students reflect on what they have learned and identify next steps to further define their academic choices and career path. They also compose a thank you note to a chosen company.

### Objectives:
The students will be able to:
- Evaluate personal goals and priorities based on their experience at the JA Inspire event.
- Identify next steps, including exploration of high school coursework and other research.
- Understand relevant business communication practices.

### Financial Literacy

3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability.

- Evaluate individual interests and skill sets to identify potential careers.
- Explain how one can become more employable through training and education.

### Career Connections Framework

- Students start plans for their future with career information and postsecondary education data

### Reading for Informational Text
- RI 1
- RI 4
- RI 7
- Speaking and Listening
  - SL 1
  - SL 2
- Writing
  - W 3
  - W 4
  - W 5
- Language
  - L 3
  - L 4
  - L 6
## Communicating About Yourself

Students learn what their dress, speech, and listening skills communicate to others about them.

### Objectives:
The students will be able to:
- Recognize the importance of manners as an element of professionalism.
- Identify language and style appropriate for the workplace.

### Financial Literacy
3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability

- Determine personal motivations related to work and income

<table>
<thead>
<tr>
<th>Common Core ELA</th>
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<tbody>
<tr>
<td>Reading for Informational Text RI 1 RI 4</td>
</tr>
<tr>
<td>Speaking and Listening SL 1 SL 2 SL 4 SL 6</td>
</tr>
<tr>
<td>Writing W 4 Language L1 L 2 L 3 L4 L 6</td>
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</tbody>
</table>

## Applications and Resumes

Students examine both document forms and begin to think about how to adapt their experiences, skills, and achievements into the applicable template to present themselves to a potential employer.

### Objectives:
The students will be able to:
- Identify information necessary for a job application.
- Recognize key features and formatting of resumes.
- Use appropriate language for a resume.

### Financial Literacy
3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability

- Determine personal motivations related to work and income

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<tr>
<td>Writing W 4 Language L1 L 2 L 3 L4 L 6</td>
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</table>
### JA It’s My Job (Soft Skills)

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Academic Standards</th>
<th>Career Connections Framework</th>
<th>Common Core ELA</th>
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<tr>
<td><strong>Intervi...</strong></td>
<td><strong>Financial Literacy</strong>&lt;br&gt;3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability</td>
<td>NA</td>
<td>Speaking and Listening&lt;br&gt;SL 1&lt;br&gt;SL 2&lt;br&gt;SL 4&lt;br&gt;SL 6&lt;br&gt;Writing&lt;br&gt;W 4&lt;br&gt;Language&lt;br&gt;L1&lt;br&gt;L 2&lt;br&gt;L 3&lt;br&gt;L 4&lt;br&gt;L 6</td>
</tr>
<tr>
<td><strong>Cell Phones in the Workplace</strong>&lt;br&gt;Students develop an understanding of appropriate communication methods to ensure workplace success.</td>
<td><strong>Financial Literacy</strong>&lt;br&gt;3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability</td>
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<td>Speaking and Listening&lt;br&gt;SL 1&lt;br&gt;SL 2&lt;br&gt;SL 4&lt;br&gt;SL 5&lt;br&gt;SL 6&lt;br&gt;Language&lt;br&gt;L1&lt;br&gt;L 2&lt;br&gt;L 3&lt;br&gt;L 4&lt;br&gt;L 6</td>
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</table>

**Objectives:**
- 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.
- Determine personal motivations related to work and income.
- Discover work environments and understand the various aspects of the workplace.

**Objectives:**
- Identify and recognize 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.

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### Session Descriptions

#### Workplace Communication
Students complete activities focused on appropriate tone and topics for the workplace and strategies for collaborating effectively.

**Objectives:**
The students will be able to:
- Identify and use an appropriate professional tone in workplace communication.
- Identify appropriate and inappropriate subjects for workplace discussion.
- Enable cooperative and productive group interactions.
- Communicate to solve problems collaboratively and respectfully.

#### Financial Literacy
3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability

- Determine personal motivations related to work and income
- Discover work environments and understand the various aspects of the workplace

### Academic Standards

<table>
<thead>
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</table>
| **Workplace Writing**
Students practice writing concisely, clearly, and correctly, with appropriate workplace style.

**Objectives:**
The students will be able to:
- 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.

| Workplace Communication | Financial Literacy | • Determine personal motivations related to work and income
• Discover work environments and understand the various aspects of the workplace | Speaking and Listening
SL 1
SL 2
SL 4
SL 5
SL 6
Language
L1
L 3
L 4
L 6 |
|-------------------------|--------------------|------------------------------|-----------------|
|                         | Financial Literacy | 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one’s earning potential and employability | Speaking and Listening
SL 1
SL 2
SL 4
SL 6
Writing
W 4
W5
W6
Language
L1
L 2
L 3
L 4
L 6

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