A Correlation between the Common Core State Standards, Utah Core Curriculum Standards and Junior Achievement Programs
Overview

In this document, Junior Achievement programs are correlated to the Utah Core Curriculum Standards for Social Studies for grades K-12 as well as the Common Core State Standards in English/Language Arts and mathematics.

Junior Achievement programs offer a multidisciplinary approach – connecting information across social studies disciplines such as economics, geography, history, government, and civics while incorporating mathematical concepts and reasoning and language arts skills.

This list is not meant to be exhaustive or intended to suggest that a JA program will completely address any given standard, but is designed to show how it can enhance or complement efforts to do so. The flexibility of the programs and supplementary materials allow specific content or skills to be addressed in depth by the teacher and/or business volunteer as needed.

JA Elementary School Programs

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

JA Our Families® introduces students to the intersection of entrepreneurship and first-grade social studies learning objectives, including how family members’ jobs and businesses contribute to the well-being of the family.

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

JA Our City® introduces students to the intersection of financial literacy and third-grade social studies learning objectives, including the characteristics of cities and how people and businesses in cities manage their money.

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

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

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

JA Middle Grades Programs

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

JA Economics for Success® 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® provides practical information about the global economy and its effect on the students’ lives.
JA It’s My Business!® encompasses entrepreneurship curriculum for students in grades six, seven, and eight. Students are encouraged to use critical thinking to learn entrepreneurial skills that support positive attitudes as they explore and enhance their career aspirations.

JA It’s My Future™ provides practical information about preparing for the working world while still in middle school.

High School Programs

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

JA Career Success™ equips students with the tools and skills required to earn and keep a job in high-growth career industries.

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

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

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

JA Job Shadow™ prepares students to be entrepreneurial thinkers in their approach to work. Students will acquire and apply the skills needed in demanding and ever-changing workplaces.

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

JA Titan® introduces critical economics and management decisions through an interactive simulation.
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<th>Session Descriptions</th>
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<th>Common Core English/Language Arts</th>
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<tbody>
<tr>
<td>Session One: Robbie’s Trip to the Farm</td>
<td><strong>Objectives:</strong> The students will:</td>
<td>R.L.K.1-4</td>
<td>NA</td>
<td>I.2</td>
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<tr>
<td>Students make choices.</td>
<td>▪ recognize the role of self</td>
<td>R.L.K.7</td>
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<td>I.3</td>
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<td></td>
<td>▪ appreciate individual differences</td>
<td>R.L.K.9-10</td>
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<td>II.1</td>
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<td></td>
<td>▪ Concepts: barter, goods, individual, trade, voluntary exchange, volunteer, work</td>
<td>R.I.K.1-4</td>
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<td>II.2</td>
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<tr>
<td></td>
<td>▪ Skills: abstract thinking, decision making, drawing, following directions,</td>
<td>R.I.K.7-10</td>
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<td>III.2</td>
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<tr>
<td></td>
<td>interpreting information, listening responsively, sequencing</td>
<td>S.L.K.1-6</td>
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<td><strong>RL.K.1-4</strong></td>
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<td><strong>R.L.K.7</strong></td>
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<td><strong>L.K.4-6</strong></td>
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<td>Session Two: Angie and the Carnival</td>
<td><strong>Objectives:</strong> The students will:</td>
<td>R.L.K.1-4</td>
<td>K.CC.4-6</td>
<td>I.2</td>
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<tr>
<td>Students recognize coin values.</td>
<td>▪ define money</td>
<td>R.L.K.7</td>
<td>K.MD.1-3</td>
<td>I.3</td>
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<td></td>
<td>▪ identify one form of money (coins)</td>
<td>R.L.K.9-10</td>
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<td>II.1</td>
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<td>▪ differentiate coins</td>
<td>R.I.K.1-4</td>
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<td>II.2</td>
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<td></td>
<td>▪ Concepts: buying, choices, consumer, earning, entrepreneurs, incentives, money,</td>
<td>R.I.K.7-10</td>
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<td>saving, spending, work</td>
<td>S.L.K.1-6</td>
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<td>▪ Skills: coin recognition, coin valuation, following directions,</td>
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<td>interpreting information, listening responsively, matching</td>
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<td>Session Three: Charlie Plants a Garden</td>
<td><strong>Objectives:</strong> The students will:</td>
<td>R.L.K.1-4</td>
<td>NA</td>
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<tr>
<td>Students work together to complete a task.</td>
<td>▪ recognize the importance of working together</td>
<td>R.L.K.7</td>
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<td>▪ discover rewards other than money</td>
<td>R.L.K.9-10</td>
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<td>II.1</td>
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<td>▪ Concepts: benefit, choices, resources, rewards, work</td>
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<td>▪ Skills: abstract thinking, decision making, following directions,</td>
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<td>listening responsively, teamwork</td>
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<td>Session Four: Meagan Buys a Present</td>
<td><strong>Objectives:</strong> The students will:</td>
<td>R.L.K.1-4</td>
<td>K.CC.4-6</td>
<td>I.2</td>
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<tr>
<td>Students match coin values to the costs of items.</td>
<td>▪ discuss the importance of saving money</td>
<td>R.L.K.7</td>
<td>K.MD.1-3</td>
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<td>▪ identify a place where people save money</td>
<td>R.L.K.9-10</td>
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<td>▪ demonstrate how to save money</td>
<td>R.I.K.1-4</td>
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<td>▪ name something they would like to save for</td>
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<td>▪ Concepts: buying, choice, costs, earning, money, saving, scarcity,</td>
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<td>wants, work</td>
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<td>▪ Skills: coin recognition, coin valuation, following directions,</td>
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</table>
| **Session Five:** Dylan and the New Playground | **Objectives:** The students will:  
- identify ways money can be used to benefit others  
- recognize the value of work  
- appreciate the importance of giving  
**Concepts:** benefit, giving, saving, scarcity, work  
**Skills:** abstract thinking, following directions, listening responsively, matching, sequencing, teamwork | RL.K.1-4  
RL.K.7  
RL.K.9-10  
RI.K.1-4  
RI.K.7-10  
SL.K.1-6  
L.K.4-6 | NA | I.2  
I.3  
II.1  
II.2 |
## JA Our Families

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<tr>
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<th>Common Core Mathematics</th>
<th>UT Social Studies</th>
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<tbody>
<tr>
<td><strong>Session One</strong></td>
<td><strong>Our Families</strong></td>
<td>Students will be able to:</td>
<td>RI.1.7</td>
<td>1.MD.C.4</td>
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<td></td>
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<td>• Understand the similarities and differences between families.</td>
<td>RI.1.10</td>
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<td>• Recognize the importance of individuals and families as part of neighborhoods.</td>
<td>RF.1.4</td>
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<td>W.1.2</td>
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<tr>
<td><strong>Session Two</strong></td>
<td><strong>Our Families’ Needs and Wants</strong></td>
<td>The students will be able to:</td>
<td>RI.1.7</td>
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<td>• Categorize needs and wants.</td>
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<td>• Describe the difference between a need and a want.</td>
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<td><strong>Session Three</strong></td>
<td><strong>Great Job!</strong></td>
<td>Students will be able to:</td>
<td>SL.1.1</td>
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<td></td>
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<td>• Define the terms job, business, and entrepreneur.</td>
<td>SL.1.4</td>
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<td>• Identify the jobs people do.</td>
<td>SL.1.5</td>
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<td>• Analyze their own skills to determine ways they can support family members.</td>
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<td><strong>Session Four</strong></td>
<td><strong>Businesses in Our Neighborhood</strong></td>
<td>Students will be able to:</td>
<td>RI.1.7</td>
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<td>• Interprett map symbols.</td>
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<td>• Identify the goods or services businesses provide.</td>
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<td><strong>Session Five</strong></td>
<td><strong>Our New Business</strong></td>
<td>Students will be able to:</td>
<td>SL.1.1</td>
<td>1.OA.A.1</td>
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<td>• Describe one of the entrepreneurial characteristics—Satisfy a Need or Want.</td>
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<td>L.1.4</td>
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## JA Our Community

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<tr>
<th>Session Descriptions</th>
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<th>Common Core Mathematics</th>
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<tbody>
<tr>
<td><strong>Session One: How Does a Community Work?</strong>&lt;br&gt;Students identify typical jobs in a community.</td>
<td><strong>Objectives:</strong> The students will:&lt;br&gt;• identify a variety of jobs in the community&lt;br&gt;• recognize how people live and work together in a community&lt;br&gt;• become aware of a wide range of job opportunities&lt;br&gt;<strong>Concepts:</strong> business, community, interdependence, job, skill, volunteer, wants and needs&lt;br&gt;<strong>Skills:</strong> decision making, following directions, making observations, matching</td>
<td>RL.2.1-3&lt;br&gt;RL.2.5-7&lt;br&gt;RL.2.1-9&lt;br&gt;SL.2.1-3&lt;br&gt;SL.2.5-6&lt;br&gt;L.2.4-6</td>
<td>NA</td>
<td>II.1&lt;br&gt;II.2</td>
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<td><strong>Session Two: Sweet “O” Donuts</strong>&lt;br&gt;Students compare two production strategies.</td>
<td><strong>Objectives:</strong> The students will:&lt;br&gt;• define production&lt;br&gt;• compare unit and assembly line production methods&lt;br&gt;• explain that different strategies are used to produce different types of products&lt;br&gt;<strong>Concepts:</strong> assembly-line production, defect, productivity, quality, specialization and division of labor, unit production&lt;br&gt;<strong>Skills:</strong> following directions, interpreting data, making observations, making predictions, role playing, teamwork</td>
<td>RL.2.1-3&lt;br&gt;RL.2.5-7&lt;br&gt;RL.2.1-9&lt;br&gt;SL.2.1-3&lt;br&gt;SL.2.5-6&lt;br&gt;L.2.4-6</td>
<td>NA</td>
<td>I.2&lt;br&gt;II.1&lt;br&gt;II.2</td>
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<td><strong>Session Three: The Role of Government</strong>&lt;br&gt;Students recognize that the government must collect taxes from everyone to pay for public services.</td>
<td><strong>Objectives:</strong> The students will:&lt;br&gt;• recognize government jobs in the community&lt;br&gt;• understand why taxation is necessary&lt;br&gt;<strong>Concepts:</strong> benefits, goods, government, services, taxes&lt;br&gt;<strong>Skills:</strong> critical thinking, following directions, making observations, matching, role playing</td>
<td>RL.2.1-3&lt;br&gt;RL.2.5-7&lt;br&gt;RL.2.1-9&lt;br&gt;SL.2.1-3&lt;br&gt;SL.2.5-6&lt;br&gt;L.2.4-6</td>
<td>2.OA.1-2&lt;br&gt;2.NBT.5&lt;br&gt;2.MD.8</td>
<td>II.1&lt;br&gt;II.2</td>
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</tbody>
</table>
| Session Four: A New Business | **Objectives:** The students will:  
- define choices  
- use a decision-making model  
- recognize the need to make informed decisions  
- take personal responsibility for decisions  
**Concepts:** ballot, business, choices, decision tree, majority, trade-offs, vote  
**Skills:** decisions making, identifying choices, developing ideas, listening responsively, problem solving, teamwork | RL.2.1-3  
RL.2.5-7  
RL.2.1-9  
SL.2.1-3  
SL.2.5-6  
L.2.4-6 | NA | II.1  
II.2 |
| Session Five: Money Moves | **Objectives:** The students will:  
- identify circumstances of money being exchanged for goods or services  
- recognize how money flows through a community’s economy  
**Concepts:** bank, circular flow of money, goods, money, services  
**Skills:** listening responsively, role playing, making observations, following directions | RL.2.1-3  
RL.2.5-7  
RL.2.1-9  
SL.2.1-3  
SL.2.5-6  
L.2.4-6 | NA | II.2  
II.3 |
# JA Our City

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<tr>
<td>Session One: Our City A Place Where People Live, Work, and Play</td>
<td><strong>Objectives</strong> Students will be able to:  - Identify the zones found within a city.  - Describe the goods and services provided by businesses.  - Match local businesses to specific city zones.</td>
<td>RI.3.1  RI.3.5  RF.3.3  RF.3.4  W.3.7  W.3.8  L.3.1  L.3.3  L.3.4</td>
<td></td>
<td>3.NBT.A.2  3.MD.B.4  3.MD.C.5</td>
</tr>
<tr>
<td>Session Two: Our City A Place Where People Spend Money</td>
<td><strong>Objectives</strong> The students will be able to:  - Explain the importance of money in a city, including the role of taxes.  - Understand the differences between needs and wants.  - Examine the different ways that people pay for goods and services.</td>
<td>RI.3.1  RI.3.5  RF.3.3  RF.3.4  W.3.7  W.3.8  L.3.1  L.3.3  L.3.4</td>
<td></td>
<td>3.OA.D.8</td>
</tr>
<tr>
<td>Session Three: Our City A Place Where People Bank</td>
<td><strong>Objectives</strong> Students will be able to:  - Summarize the contribution of financial institutions to a city.  - Manage a personal bank account.</td>
<td>W.3.7  SL.3.1  SL.3.3  SL.3.6  L.3.1  L.3.3  L.3.4</td>
<td></td>
<td>3.OA.D.8</td>
</tr>
<tr>
<td>Session Four: Our City A Place Where People Dine</td>
<td><strong>Objectives</strong> Students will be able to:  - Define consumer, producer, and entrepreneur.  - Explore the role of a business owner by operating a business.  - Apply money management strategies to a business account.</td>
<td>RI.3.5  W.3.2  W.3.7  SL.3.1  SL.3.3  SL.3.6  L.3.1  L.3.3  L.3.4</td>
<td></td>
<td>3.NBT.A.2</td>
</tr>
<tr>
<td>Session Five: Our City A Place Where People Communicate</td>
<td><strong>Objectives</strong> - Explain the role of the news media in a city.</td>
<td>RF.3.1  RF.3.3  RF.3.4</td>
<td></td>
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<td>Session Descriptions</td>
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</table>
| importance of news media to the financial well-being of a city. | • Describe how news is delivered in various formats, including print, electronic, and human sources.  
• Recognize the importance of the news media and technology in a community. | W.3.2  
SL.3.1  
SL.3.3  
SL.3.6  
L.3.1  
L.3.3  
L.3.4 | | |
# JA Our Region

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</table>
| **Session One: Am I an Entrepreneur?**  
Students explore well-known businesses, their origins, and the traits common to the entrepreneurs who started them. | **Objectives**  
Students will be able to:  
- Recognize the impact entrepreneurs have on a community or a region.  
- Apply traits common to successful entrepreneurs to their own skills and abilities.  
**Concepts:** Entrepreneur, characteristics, Inventory  
**Skills:** Analyzing information, Categorizing data, Decision making, Evaluating alternatives, Oral and written communication, Working in pairs | W.4.2  
W.4.8  
SL.4.1  
L.4.1  
L.4.3  
L.4.4 | NA | |
| **Session Two: Regional Resources: Tools for Entrepreneurs**  
Students are introduced to resources and how entrepreneurs use resources to offer products and services in a region. | **Objectives**  
The students will be able to:  
- Recognize natural, human, and capital resources.  
- Analyze products and services that can be offered by using resources.  
**Concepts:** Capital resources, Entrepreneur, Human resources, Natural resources  
**Products, Region, Services,**  
**Skills:** Analyzing information, Categorizing data, Decision making, Evaluating alternatives, Oral and written communication, Presenting information, Working in groups | W.4.8  
SL.4.1  
L.4.1  
L.4.3  
L.4.4 | NA | 1.2 |
| **Session Three: The Hot Dog Stand Game**  
Students learn about the fundamental tasks performed by a business owner and play a game that allows them to see money coming in and going out of a business. | **Objectives**  
Students will be able to:  
- Explain the importance of keeping an accurate account of a business’ financial information.  
- Track the revenue and expenses of a business.  
- Recognize the fundamental tasks required to run a business.  
**Concepts:** Business fundamentals, Expense, Finance tracking, Loss, Profit, Revenue  
**Skills:** Analyzing information, Categorizing data, Following directions, Mathematics, Reading for understanding, Working in groups | RL.4.1  
RF.4.4  
SL.4.1  
L.4.1  
L.4.3  
L.4.4 | 4.NBT.4  
4.NBT.5 | |
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| **Session Four: Entrepreneurs are Problem Solvers!**  
Students journey through the complex world of business problem solving by weighing potential risks and rewards and tracking the outcome of their choices. | **Objectives**  
Students will be able to:  
- Apply the business problem-solving process.  
- Recognize that there are potential risks and rewards to business decisions.  
**Concepts:** Advertising, Price, Reward, Risk, Supply  
**Skills:** Analyzing information, Decision making, Evaluating alternatives, Oral and written communication, Problem solving, Working in pairs | RF.4.4  
W.4.8  
SL.4.1  
SL.4.4  
L.4.1  
L.4.3  
L.4.4 | NA | II.3 |
| **Session Five: My Region in the World**  
Students demonstrate the supply chain through a hands-on manufacturing and trade experience. | **Objectives**  
Students will be able to:  
- Recognize the interdependence of resource providers, businesses, and consumers.  
- Apply the supply chain to a manufacturing example.  
**Concepts:** Manufacturing, Resources, Supply chain, Trade, Transportation  
**Skills:** Analyzing a diagram, Assembling parts, Cooperative trading, Decision making, Working in groups | SL.4.1  
L.4.1  
L.4.3  
L.4.4 | NA | II.3 |
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<tr>
<td>Session One: What’s Your Big Idea?</td>
<td><em>Objectives:</em> The students will:</td>
<td></td>
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<td>NA</td>
</tr>
<tr>
<td>Students practice being entrepreneurs by turning ideas into businesses</td>
<td>• Experience free enterprise and entrepreneurship</td>
<td>RI.5.2,4,7</td>
<td></td>
<td>NA</td>
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<tr>
<td></td>
<td>• Identify the key steps in the innovation process that are necessary to establish an entrepreneurial business</td>
<td>RF.5.3-4</td>
<td></td>
<td>NA</td>
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<tr>
<td></td>
<td>• Create an advertisement</td>
<td>SL.5.1-4,6</td>
<td></td>
<td>NA</td>
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<tr>
<td></td>
<td><em>Concepts:</em> entrepreneur, free enterprise, goods, profit, services</td>
<td>L.5.1-4</td>
<td></td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td><em>Skills:</em> creative thinking, estimating, teamwork, working in groups</td>
<td></td>
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<td>NA</td>
</tr>
<tr>
<td>Session Two: What is a Resource?</td>
<td><em>Objectives:</em> The students will:</td>
<td></td>
<td></td>
<td>NA</td>
</tr>
<tr>
<td>Students become familiar with resources and how they apply to technology, workers, and the needs of businesses and industries</td>
<td>• Describe resources, particularly human and capital resources</td>
<td>RI.5.2,4,7</td>
<td></td>
<td>NA</td>
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<tr>
<td></td>
<td>• Define scarcity and opportunity cost</td>
<td>RF.5.3-4</td>
<td></td>
<td>NA</td>
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<td></td>
<td>• Discuss technology as a capital resource in demand by most businesses</td>
<td>SL.5.1-4,6</td>
<td></td>
<td>NA</td>
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<tr>
<td></td>
<td><em>Concepts:</em> capital resources, human resources, natural resources, opportunity cost, resources, scarcity, technology, technophile, technophobe</td>
<td>L.5.1-4</td>
<td></td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td><em>Skills:</em> addition and subtraction, decision-making, reading and writing, reasoning, teamwork, working in groups</td>
<td></td>
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<td>NA</td>
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<tr>
<td>Session Three: Job to Job</td>
<td><em>Objectives:</em> The students will:</td>
<td></td>
<td></td>
<td>NA</td>
</tr>
<tr>
<td>Students examine the skills needed by jobs that are in demand by businesses in a free enterprise system</td>
<td>• Identify the skills that support high-growth, high-demand needs in the workplace</td>
<td>RI.5.2,4,7</td>
<td></td>
<td>NA</td>
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<tr>
<td></td>
<td>• Analyze their own skills to see how they fit in the workplace</td>
<td>RF.5.3-4</td>
<td></td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td><em>Concepts:</em> communication, demand, engineering skills, supply</td>
<td>W.5.S.2,4</td>
<td></td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td><em>Skills:</em> graph interpretation, problem-solving, reading and writing, teamwork, verbal communication, working in groups</td>
<td>SL.5.1-4,6</td>
<td></td>
<td>NA</td>
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<tr>
<td><strong>Session Four:</strong> Cluster of Skills</td>
<td><strong>Objectives:</strong> The students will: • Identify clusters of jobs and the background required by those jobs • Create a simple resume <strong>Concepts:</strong> employer, employee, resume <strong>Skills:</strong> creative thinking, evaluation, oral and written communication, teamwork, working in groups</td>
<td>RI.5.2,4,7&lt;br&gt;RF.5.3-4&lt;br&gt;W.5S.2,4&lt;br&gt;SL.5.1-4,6&lt;br&gt;L.5.1-4</td>
<td>5.OA.2&lt;br&gt;5.NBT.4-5&lt;br&gt;5.NBT.7</td>
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</tr>
<tr>
<td><strong>Session Five:</strong> Worldwide Connections</td>
<td><strong>Objectives:</strong> The students will: • Describe specialization and competition in business • Experience the global needs of many businesses <strong>Concepts:</strong> competition, globally competitive, specialization <strong>Skills:</strong> communication, decision-making, graph interpretation, map reading, problem-solving, teamwork</td>
<td>RI.5.2,4,7&lt;br&gt;RF.5.3-4&lt;br&gt;SL.5.1-4,6&lt;br&gt;L.5.1-4</td>
<td>NA</td>
<td>Social Studies Core 7</td>
</tr>
<tr>
<td><strong>Supplemental Session:</strong> Business Organization</td>
<td><strong>Objectives:</strong> The students will: • Identify the three types of businesses organizations <strong>Concepts:</strong> corporation, partnership, sole proprietorship, stock, stockholders <strong>Skills:</strong> brainstorming, role-playing</td>
<td>SL.5.1-4,6</td>
<td>NA</td>
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# JA More than Money

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</thead>
</table>
| **Session One:** Money in the Bank | The students will:  
- identify the role of money in everyday life  
- explain the benefits of a personal bank account  
**Concepts:** bank account, deposit, earn, income, interest, money, register, savings, withdrawal  
**Skills:** active listening, completing forms, math computation, following directions, working in groups | RI.3.1-9  
W.3.2.6-8  
SL.3.1-3  
L.3.1-2,4,6  
RI.4.1-8  
W.4.1,4  
SL.4.1,3  
L.4.1,4  
RI.5.2,4,7  
RF.5.3-4  
W.5.5.2,4  
SL.5.1-4,6  
L.5.1-4 | 3.OA.1,7-8  
3.NBT.1-3  
3.NF.1  
4.NBT.1,3-5  
4.NF.4,6  
4.MD.2  
5.OA.2  
5.NBT.4-5,7 | III.3 |
| Students manage a bank account. | **Session Two:** A Sense of Worth | The students will:  
- identify the role of money in everyday life  
- explain the benefits of a personal bank account  
**Concepts:** bank account, deposit, earn, income, interest, money, register, savings, withdrawal  
**Skills:** active listening, completing forms, math computation, following directions, working in groups | RI.3.1-9  
W.3.2.6-8  
SL.3.1-3  
L.3.1-2,4,6  
RI.4.1-8  
W.4.1,4  
SL.4.1,3  
L.4.1,4  
RI.5.2,4,7  
RF.5.3-4  
W.5.5.2,4  
SL.5.1-4,6  
L.5.1-4 | 3.OA.1,7-8  
3.NBT.1-3  
3.NF.1  
4.NBT.1,3-5  
4.NF.4,6  
4.MD.2  
5.OA.2  
5.NBT.4-5,7 | III.3 |
| Students identify characteristics of a positive work ethic and manage a bank account. | **Concepts:** business, employee, entrepreneur, income, job skills, mentor, money management, role model, self-employed, work ethic  
**Skills:** active listening, comparing and contrasting, completing forms, math computation, drawing, following directions, matching and classifying, working in groups | | | |
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| **Session Three:**  
**Balancing Act**  
Students connect personal interests to possible business opportunities and manage a bank account. | **Objectives:** The students will:  
- match personal skills with jobs and self-employment  
- understand market research  
- identify ways to share, save, and spend personal income  
- practice personal money management skills  
- practice making sound, personal financial choices  
- discuss ways to evenly share, save, and spend money  
**Concepts:** interests, market research, money management, skills  
**Skills:** basic math, charting data, comparing and contrasting, deductive reasoning, following written and verbal instructions, working in groups, self-assessment, taking turns, vocabulary building | RI.3.1-9  
SL.3.1-3  
L.3.1-2,4,6  
RI.4.1-8  
SL.4.1,3  
L.4.1,4  
RI.5.2,4,7  
RF.5.3-4  
SL.5.1-4,6  
L.5.1-4 | 3.OA.1,7-8  
3.NBT.1-3  
3.NF.1  
4.NBT.1,3-5  
4.NF.4,6  
4.MD.2  
5.OA.2  
5.NBT.4-5,7 | III.3 |
| **Session Four:**  
**Building a Business**  
Students develop a business plan and calculate business costs. | **Objectives:** The students will:  
- define the basic steps in planning and starting a business  
- calculate operating expenses and income for a small business  
- develop a basic business plan based on their job skills and interests  
**Concepts:** business plan, competition, estimate, expense, profit, start-up cost  
**Skills:** basic math, comparing and contrasting, deductive reasoning, problem-solving, reading and following directions, taking turns, vocabulary building | RI.3.1-9  
SL.3.1-3  
L.3.1-2,4,6  
RI.4.1-8  
SL.4.1,3  
L.4.1,4  
RI.5.2,4,7  
RF.5.3-4  
SL.5.1-4,6  
L.5.1-4 | 3.OA.1,7-8  
3.NBT.1-3  
3.NF.1  
4.NBT.1,3-5  
4.NF.4,6  
4.MD.2  
5.OA.2  
5.NBT.4-5,7 | III.3 |
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| **Session Five:** Get SMART | **Objectives:** The students will:  
- practice using the SMART system to make consumer decisions  
- identify the difference between personal and business spending  
- manage money by making SMART business and consumer decisions  
- apply the problem-solving steps needed to own and operate a business  
**Concepts:** business consumer, money management, personal consumer  
**Skills:** basic math, comparing and contrasting, deductive reasoning, evaluating data, problem-solving, reading and following directions, role-playing | RI.3.1-9  
SL.3.1-3  
L.3.1-2,4,6  
RI.4.1-8  
SL.4.1,3  
L.4.1,4  
RI.5.2,4,7  
RF.5.3-4  
SL.5.1-4,6  
L.5.1-4 | 3.OA.1,7-8  
3.NBT.1-3  
3.NF.1  
4.NBT.1,3-5  
4.NF.4,6  
4.MD.2  
5.OA.2  
5.NBT.4-5,7 | |
| Students apply the SMART decision-making process and manage a bank account. | | | | |
| **Session Six:** What's the Catch? | **Objectives:** The students will:  
- recognize deceptive advertising  
- apply money management skills in a simulated business  
- record and track financial gains and losses in a simulated business  
- promote business through advertising  
- practice sound financial choices and cooperative decision-making skills  
- apply the steps necessary to own and operate a small business  
**Concepts:** advertisement, deceptive, money management  
**Skills:** basic math, comparing and contrasting, critical thinking, evaluating data, mind-mapping, problem-solving, reading and following directions, teamwork | RI.3.1-9  
W.3.2,6-8  
SL.3.1-3  
L.3.1-2,4,6  
RI.4.1-8  
W.4.1,4  
SL.4.1,3  
L.4.1,4  
RI.5.2,4,7  
RF.5.3-4  
W.55.2,4  
SL.5.1-4,6  
L.5.1-4 | 3.OA.1,7-8  
3.NBT.1-3  
3.NF.1  
4.NBT.1,3-5  
4.NF.4,6  
4.MD.2  
5.OA.2  
5.NBT.4-5,7 | |
## Session Descriptions

### Session One: Who Am I?
Students distinguish how major immigrant groups contributed to the U.S. economic development of the 19th century.

**Objectives:** The students will:
- provide examples of immigrants’ contributions to the U.S. economy during the 19th century
- identify key information and characteristics related to select immigrant groups

**Concepts:** competition, emigration, entrepreneur, immigration, pull factor, push factor, vignette

**Skills:** reading and interpreting data, working in groups

### Session Two: Roughing It
Students evaluate costs and benefits when decision-making.

**Objectives:** The students will:
- give examples of how pioneers or settlers used their knowledge, skills, and experience to acquire a homestead and produce food for themselves and others
- recognize the significant role agriculture played in the economic development of the United States during the 1800s
- identify the risk factors as well as the costs and benefits involved in making a decision

**Concepts:** agriculture, benefit, cost, cost–benefit analysis, entrepreneurship, Homestead Act, opportunity cost, risk

**Skills:** decision-making; gathering, interpreting, and organizing information; oral and written communication; working in groups

### Session Three: Strike-It-Rich
Students explore how natural resources played a significant role in the development of the U.S. economy during the 19th century.

**Objectives:** The students will:
- identify examples of natural resources
- describe the boomtown businesses that were needed to support the miners and mining industry

**Concepts:** assay office, boomtown, demand, entrepreneurship, Forty-niners, ghost town, ledger, livery stable, migration, mill, natural resources, opportunity cost, precious minerals, prospector, supply

**Skills:** gathering information, math calculations, working in groups

## Key Learning Objectives

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</table>
| **Session One:** Who Am I? | Objectives: The students will:  
- provide examples of immigrants’ contributions to the U.S. economy during the 19th century  
- identify key information and characteristics related to select immigrant groups  
**Concepts:** competition, emigration, entrepreneur, immigration, pull factor, push factor, vignette  
**Skills:** reading and interpreting data, working in groups | R.I.6.1-2  
R.I.6.4  
R.I.6.7-8  
SL.6.1-5  
L.6.1-6  
R.I.7.1-4  
R.I.7.7-10  
SL.7.1-5  
L.7.1-6  
R.I.8.1-4  
R.I.8.7-8  
SL.8.1-5  
L.8.1-5 | NA | Utah Studies 1  
2  
4  
5  
6 |
| **Session Two:** Roughing It | Objectives: The students will:  
- give examples of how pioneers or settlers used their knowledge, skills, and experience to acquire a homestead and produce food for themselves and others  
- recognize the significant role agriculture played in the economic development of the United States during the 1800s  
- identify the risk factors as well as the costs and benefits involved in making a decision  
**Concepts:** agriculture, benefit, cost, cost–benefit analysis, entrepreneurship, Homestead Act, opportunity cost, risk  
**Skills:** decision-making; gathering, interpreting, and organizing information; oral and written communication; working in groups | R.I.6.1-2  
R.I.6.4  
R.I.6.7-8  
W.6.1-2  
W.6.7-8  
SL.6.1-5  
L.6.1-6  
R.I.7.1-4  
R.I.7.7-10  
W.7.1-2  
W.7.6-8  
SL.7.1-5  
L.7.1-6  
R.I.8.1-4  
R.I.8.7-8  
W.8.1-2  
W.8.7-9  
SL.8.1-5  
L.8.1-5 | 6.NS.3  
7.NS.1-3 | Utah Studies 1  
2  
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6 |
| **Session Three:** Strike-It-Rich | Objectives: The students will:  
- identify examples of natural resources  
- describe the boomtown businesses that were needed to support the miners and mining industry  
**Concepts:** assay office, boomtown, demand, entrepreneurship, Forty-niners, ghost town, ledger, livery stable, migration, mill, natural resources, opportunity cost, precious minerals, prospector, supply  
**Skills:** gathering information, math calculations, working in groups | R.I.6.1-2  
R.I.6.4  
R.I.6.7-8  
SL.6.1-5  
L.6.1-6  
R.I.7.1-4  
R.I.7.7-10  
SL.7.1-5  
L.7.1-6  
R.I.8.1-4  
R.I.8.7-8  
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</table>
| **Session Four:** In Pursuit of Progress Students examine how productive resources impacted the expansion of transportation in the 19th century. | **Objectives:** The students will:  
- list several basic modes of transportation used in 19th-century America  
- identify the productive resources—natural, human, and capital—that influenced the development of transportation during the 19th century  
**Concepts:** canal, capital resources, human resources, modes of transportation, natural resources, productive resources, railroad, trade routes  
**Skills:** analyzing information, gathering and organizing information, oral communication, working in groups | RI.6.1-2  
RI.6.4  
RI.6.7-8  
SL.6.1-5  
L.6.1-6  
RI.7.1-4  
RI.7.7-10  
SL.7.1-5  
L.7.1-6  
RI.8.1-4  
RI.8.7-8  
SL.8.1-5  
L.8.1-5 | NA | Utah Studies 1  
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| **Session Five:** Communication Transformation Students examine how different means of communication developed in America during the 19th century. | **Objectives:** The students will:  
- explain how methods of communication developed in the 1800s helped expand commerce in the United States  
- explain how the invention of the telegraph expanded business opportunities across America  
**Concepts:** communication, decode, encode, innovation, Morse Code, newspaper, Pony Express, runners, technology, transcontinental telegraph, U.S. Postal Service  
**Skills:** decision-making, decoding messages, encoding messages, working in groups | RI.6.1-2  
RI.6.4  
RI.6.7-8  
W.6.1-2  
W.6.7-8  
SL.6.1-5  
L.6.1-6  
RI.7.1-4  
RI.7.7-10  
W.7.1-2  
W.7.6-8  
SL.7.1-5  
L.7.1-6  
RI.8.1-4  
RI.8.7-8  
W.8.1-2  
W.8.7-9  
SL.8.1-5  
L.8.1-5 | NA | Utah Studies 1  
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| **Session Six:** Now What? Students develop ideas for an innovative product. | **Objectives:** The students will:  
- describe how industrialization led to increased productivity during the 19th century  
- describe the role of entrepreneurs in bringing new products to market  
- create a plan for a new innovation  
**Concepts:** entrepreneurship, industrialization, innovation, invention, productivity, scarcity  
**Skills:** analyzing information, critical thinking skills, oral communication, planning, working in groups | RI.6.1-2  
RI.6.4  
RI.6.7-8  
W.6.1-2  
W.6.7-8  
SL.6.1-5  
L.6.1-6  
RI.7.1-4  
RI.7.7-10  
W.7.1-2  
W.7.6-8  
SL.7.1-5  
L.7.1-6  
RI.8.1-4  
RI.8.7-8  
W.8.1-2  
W.8.7-9  
SL.8.1-5  
L.8.1-5 | 6.NS.3  
7.NS.1-3 | Utah Studies 1  
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| | | | | U.S. History 1  
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| | | | | Utah Studies 1  
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| | | | | Utah Studies 1  
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# JA Economics for Success

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<td></td>
<td>- Use personal reflection to explain self-knowledge.</td>
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<td>- Apply their skills, interests, and values to help determine a potential career path.</td>
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<td><strong>Session Two</strong></td>
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<td>Be a Success</td>
<td><strong>Objectives</strong> The students will be able to:</td>
<td>R.I.6.4 S.L.6.1 S.L.6.2 L.6.1 L.6.3 L.6.4 R.I.7.4 S.L.7.1 S.L.7.2 L.7.1 L.7.3 L.7.4 R.I.8.4 S.L.8.1 L.8.1 L.8.3 L.8.4</td>
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<td>- Identify the connection between goal-setting, personal finance, education, and career choices.</td>
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<td>- Apply decision making to education and career choices.</td>
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<td><strong>Session Three</strong></td>
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<td>6.NS.B.3</td>
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<td>Keeping Your Balance</td>
<td><strong>Objectives</strong> Students will be able to:</td>
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<td>6.SP.B.4</td>
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<td>- Recognize that a balanced budget is important for all workers.</td>
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<td>7.RP.A.3</td>
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<td></td>
<td>- Define the term income and differentiate between gross and net income.</td>
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<td></td>
<td>- Name ways to balance a budget.</td>
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<td><strong>Session Four</strong></td>
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<td>6.NS.B.3</td>
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<td>Savvy Shopper</td>
<td><strong>Objectives</strong> Students will be able to:</td>
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<td>7.RP.A.3</td>
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<td>- Recognize that a balanced budget is important for all workers.</td>
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<td>- Define the term income and differentiate between gross and net income.</td>
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<td>- Name ways to balance a budget.</td>
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<td>Students examine how consumers pay for goods and services. They discuss the advantages and disadvantages of using debit and credit cards.</td>
<td>Identify the differences between debit and credit cards.</td>
<td>SL.6.1 L.6.1 L.6.3 L.6.4</td>
<td>RI.7.4 SL.7.1 L.7.3 L.7.4</td>
<td>RI.8.4 SL.8.1 L.8.3 L.8.4</td>
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<tr>
<td>Session Five Keeping Score Students examine how a credit score is determined and learn about the consequences of a positive and negative credit report.</td>
<td>Objectives: Students will be able to:</td>
<td>RI.6.4 RI.6.7 SL.6.1 L.6.1 L.6.3 L.6.4 RI.7.4 SL.7.1 L.7.1 L.7.3 L.7.4 RI.8.4 SL.8.1 L.8.3 L.8.4</td>
<td>6.NS.B.3 6.NS.C.5</td>
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<td>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.</td>
<td>Objectives: Students will be able to:</td>
<td>SL.6.1 L.6.1 L.6.3 L.6.4 SL.7.1 L.7.1 L.7.3 L.7.4 SL.8.1 L.8.1 L.8.3 L.8.4</td>
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<td>Session One: &quot;X&quot; Marks the Spot</td>
<td>Working in groups to identify import items found throughout the classroom, students begin to recognize that trade with other countries affects their daily lives. Students understand that international trade occurs when nations want or need resources or services from other countries because they themselves cannot satisfy those needs and wants at reasonable costs. <strong>Objectives:</strong> The students will: - define trade - explain why countries trade with one another - list at least five products or items imported from other countries and locate those on a world wall map <strong>Concepts:</strong> trade, market, domestic trade, international trade, imports, exports <strong>Skills:</strong> interpreting maps and globes, oral and written communication, working in groups, gathering and organizing information.</td>
<td>RI.6.1-2 RI.6.4 RI.6.7-8 W.6.1-2 W.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 W.7.1-2 W.7.6-8 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 W.8.1-2 W.8.7-9 SL.8.1-5 L.8.1-5</td>
<td>NA</td>
<td>IV.2</td>
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<td>Session Two: You Be the Judge</td>
<td>Students will learn that nations use several methods to increase their trade benefits. Agreements with one or more countries often are made to facilitate trade and avoid conflict. <strong>Objectives:</strong> The students will: - identify quotas, tariffs, subsidies, embargoes, and standards as trade barriers governments use to control trade and increase benefits for their countries - describe how multilateral agreements can facilitate trade - describe how the World Trade Organization (WTO) functions as a court to help nations settle trade disputes <strong>Concepts:</strong> trade barrier, quota, subsidy, embargo, tariff, standard <strong>Skills:</strong> interpreting information; critical reading; persuasion, compromise, and bargaining; analyzing points of view.</td>
<td>RI.6.1-2 RI.6.4 RI.6.7-8 SL.6.1-5 L.6.1-6 RI.7.1-4 RI.7.7-10 SL.7.1-5 L.7.1-6 RI.8.1-4 RI.8.7-8 SL.8.1-5 L.8.1-5</td>
<td>6.RP.1-3 6.NS.1-3 6.SP.1-5 7.RP.1-3 7.NS.1-3 7.SP.1-5-6 8.SP.1,2,4</td>
<td>IV.2 IV.3</td>
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<td><strong>Session Three: Let's Make a Deal</strong>&lt;br&gt;Students work in groups to identify and understand the business practices used in other countries. Students discover that business practices vary from country to country and that understanding these practices can have a positive impact on trade.</td>
<td><strong>Objectives:</strong> The students will:&lt;br&gt;-explain how cultural practices vary from country to country&lt;br&gt;-develop group plans to create a food franchise by learning about the business practices of select countries&lt;br&gt;<strong>Concepts:</strong> business practices, culture, trade, franchise&lt;br&gt;<strong>Skills:</strong> gathering and organizing information; interpreting maps, graphs, and charts; working in groups; oral and written communication</td>
<td>RI.6.1-2&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7-8&lt;br&gt;W.6.1-2&lt;br&gt;W.6.7-8&lt;br&gt;SL.6.1-5&lt;br&gt;L.6.1-6&lt;br&gt;RI.7.1-4&lt;br&gt;RI.7.7-10&lt;br&gt;W.7.1-2&lt;br&gt;W.7.6-8&lt;br&gt;SL.7.1-5&lt;br&gt;L.7.1-6&lt;br&gt;RI.8.1-4&lt;br&gt;RI.8.7-8&lt;br&gt;W.8.1-2&lt;br&gt;W.8.7-9&lt;br&gt;SL.8.1-5&lt;br&gt;L.8.1-5</td>
<td>6.RP.1-3&lt;br&gt;6.NS.1-3&lt;br&gt;6.SP.1-5&lt;br&gt;7.RP.1-3&lt;br&gt;7.NS.1-3&lt;br&gt;7.SP.1, 5-6</td>
<td>IV.2</td>
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<td><strong>Session Four: People Power</strong>&lt;br&gt;Students discover how the movement of people facilitates international trade. They discuss examples of immigration and, through creative activities, gain insight into the lives of immigrants. They learn that economic opportunity often is the driving force behind immigration and global trade.</td>
<td><strong>Objectives:</strong> The students will:&lt;br&gt;-describe reasons why people move from one country to another, particularly those seeking economic opportunity&lt;br&gt;-give examples of contributions immigrants bring to the new countries and the hardships they often endure&lt;br&gt;-identify global trade and immigration as a means of international exchange of human resources&lt;br&gt;<strong>Concepts:</strong> global trade, immigrate, emigrate, entrepreneur, human resources&lt;br&gt;<strong>Skills:</strong> brainstorming, critical thinking, making observations, working in groups, oral and written communication</td>
<td>RI.6.1-2&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7-8&lt;br&gt;W.6.1-2&lt;br&gt;W.6.7-8&lt;br&gt;SL.6.1-5&lt;br&gt;L.6.1-6&lt;br&gt;RI.7.1-4&lt;br&gt;RI.7.7-10&lt;br&gt;W.7.1-2&lt;br&gt;W.7.6-8&lt;br&gt;SL.7.1-5&lt;br&gt;L.7.1-6&lt;br&gt;RI.8.1-4&lt;br&gt;RI.8.7-8&lt;br&gt;W.8.1-2&lt;br&gt;W.8.7-9&lt;br&gt;SL.8.1-5&lt;br&gt;L.8.1-5</td>
<td>NA</td>
<td>IV.2 IV.3</td>
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</table>
| Session Five: World of Words | **Objectives**: The students will:  
- describe how improvements in technology and transportation have impacted the flow of information and increased productivity  
- calculate productivity  
- list examples of technological developments throughout history  
**Concepts**: productivity, technology, input, output  
**Skills**: brainstorming, critical reading, making observations, oral and written communication, working in groups, math calculations | RI.6.1-2  
RI.6.4  
RI.6.7-8  
W.6.1-2  
W.6.7-8  
SL.6.1-5  
L.6.1-6  
RI.7.1-4  
RI.7.7-10  
W.7.1-2  
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W.8.7-9  
SL.8.1-5  
L.8.1-5 | 6.NS.1-3  
7.NS.1-3 | I.4  
II.4  
IV.2 |
| Session Six: World of Money | **Objectives**: The students will:  
- explain why international trade requires an exchange of currency  
- convert U.S. dollars into another currency using an exchange rate  
- give possible reasons that countries might support or oppose a common currency  
**Concepts**: exchange rates, currency  
**Skills**: interpreting graphs and charts, gathering and organizing information, math calculations, working in groups | RI.6.1-2  
RI.6.4  
RI.6.7-8  
W.6.1-2  
W.6.7-8  
SL.6.1-5  
L.6.1-6  
RI.7.1-4  
RI.7.7-10  
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7.NS.1-3 | IV.2 |
## JA It's My Business!

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<td><strong>Session One: I Am an Entrepreneur</strong>&lt;br&gt;Students identify entrepreneurial businesses and common entrepreneur characteristics.</td>
<td><strong>Objectives</strong>: The students will:&lt;br&gt;• define entrepreneurship&lt;br&gt;• identify four key entrepreneurial characteristics&lt;br&gt;• recognize personal entrepreneurial characteristics&lt;br&gt;<strong>Concepts</strong>: business, customer, entrepreneur, innovative, product, profit, service, Think Tank&lt;br&gt;<strong>Skills</strong>: active listening, deductive reasoning, following directions, group work, self-assessment</td>
<td>RI.6.1-2&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7-8&lt;br&gt;SL.6.1-5&lt;br&gt;L.6.1-6</td>
<td>NA</td>
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<td><strong>Session Two: I Can Change the World</strong>&lt;br&gt;Students consider customer needs to brainstorm a product design.</td>
<td><strong>Objectives</strong>: The students will:&lt;br&gt;• describe how entrepreneurs fill a market need&lt;br&gt;• discuss the role of market research in determining market need and competitive advantage&lt;br&gt;<strong>Concepts</strong>: apprentice, creative, fill a need, innovative, market, market research, self-taught&lt;br&gt;<strong>Skills</strong>: active listening, brainstorming, estimating, group work, measuring, problem-solving</td>
<td>RI.6.1-2&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7-8&lt;br&gt;W.6.1-2&lt;br&gt;W.6.7-8&lt;br&gt;SL.6.1-5&lt;br&gt;L.6.1-6</td>
<td>6.NS.1-3&lt;br&gt;7.NS.1-3</td>
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<td><strong>Session Three: I Know My Customer</strong>&lt;br&gt;Students create advertising ideas for products.</td>
<td><strong>Objectives</strong>: The students will:&lt;br&gt;• create effective advertisements for a variety of businesses&lt;br&gt;<strong>Concepts</strong>: advertising, customer, market, marketing, product&lt;br&gt;<strong>Skills</strong>: creative thinking, critical thinking, decision-making, group work, self-assessment</td>
<td>RI.6.1-2&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7-8&lt;br&gt;W.6.1-2&lt;br&gt;W.6.7-8&lt;br&gt;SL.6.1-5&lt;br&gt;L.6.1-6&lt;br&gt;RI.7.1-4&lt;br&gt;RI.7.7-10&lt;br&gt;W.7.1-2&lt;br&gt;W.7.6-8&lt;br&gt;SL.7.1-5&lt;br&gt;L.7.1-6&lt;br&gt;RI.8.1-4&lt;br&gt;RI.8.7-8&lt;br&gt;W.8.1-2&lt;br&gt;W.8.7-9&lt;br&gt;SL.8.1-5&lt;br&gt;L.8.1-5</td>
<td>6.RP.1-3&lt;br&gt;6.NS.1-3&lt;br&gt;6.SP.1-5&lt;br&gt;7.RP.1-3&lt;br&gt;7.NS.1-3&lt;br&gt;7.SP.1-5-6&lt;br&gt;8.SP.1,2,4</td>
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| **Session Four:** I Have an Idea | **Objectives:** The students will:  
• recognize how being creative and innovative are necessary entrepreneurial skills for starting a business  
• verbally defend their decisions | RI.6.1-2  
RI.6.4  
RI.6.7-8  
SL.6.1-5  
L.6.1-6 | NA | 6.RP.1-3  
6.NS.1-3  
6.SP.1-5 |
| Students participate in an auction. | **Concepts:** auction, auctioneer, bid, creative, innovative, profit  
**Skills:** active listening, critical thinking, money management, self-assessment | RI.7.1-4  
RI.7.7-10  
SL.7.1-5  
L.7.1-6 | 7.RP.1-3  
7.NS.1-3  
7.SP.1-5-6 |
| **Session Five:** I See a Need | **Objectives:** The students will:  
• analyze how entrepreneurs use their knowledge and abilities to create businesses  
• develop business plans based on set criteria | RI.6.1-2  
RI.6.4  
RI.6.7-8  
SL.6.1-5  
L.6.1-6 | NA | **Session Six:** Celebrate Entrepreneurs!  
Students identify their entrepreneurial characteristics. |
| Students develop a business plan. | **Concepts:** business plan, fill a need, know your customer and product, be creative and innovative, social entrepreneur, society  
**Skills:** analyzing information, critical thinking, group work, problem-solving, self-assessment | RI.7.1-4  
RI.7.7-10  
SL.7.1-5  
L.7.1-6 | 8.SP.1,2,4 | |
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<th>Common Core English/Language Arts</th>
<th>UT Social Studies (no correlation)</th>
<th>Career and Technical Education Introduction Grade 7</th>
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</table>
| **Session One:** My Brand | **Objectives** Students will be able to:  
- Recognize that the choices they make in middle school can have a direct impact now and in the future.  
- Identify corporate and personal brands that represent positive reputations.  
- Design a logo as part of expressing a personal brand. | L. 6.1  
L.6.4  
SL. 6.1  
SL. 6.2  
L. 7.1  
L.7.4  
SL. 7.1  
SL. 7.2  
L. 8.1  
L.8.4  
SL. 8.1  
SL. 8.2 | | |
| **Session Two:** Career Clusters | **Objectives** The students will be able to:  
- Examine career clusters and the jobs in each cluster that they would like to further explore.  
- Understand the interconnectivity and value of all types of jobs. | L.6.4  
SL. 6.1  
L.7.4  
SL. 7.1  
L.8.4  
SL. 8.1 | | 1.3  
2.1 |
| **Session Three:** High-Growth Careers | **Objectives** Students will be able to:  
- Recognize the four factors to consider in choosing a job.  
- Describe industries that are forecasted to have high growth. | RI. 6.1  
L. 6.1  
L. 6.3  
L.6.4  
SL. 6.1  
SL. 6.5  
RI. 7.1  
L. 7.1  
L. 7.3  
L.7.4  
SL. 7.1  
SL. 7.5  
RI. 8.1  
L. 8.1  
L. 8.3  
L.8.4  
SL. 8.1  
SL. 8.5 | | 1.3 |
| **Session Four:** Career Mapping | **Objectives** Students will be able to:  
- Identify work skills already developed from experiences and activities.  
- Plan significant markers they need to reach to earn a particular job. | RI. 6.1  
SL. 6.1  
RI. 7.1  
SL. 7.1  
RI. 8.1  
SL. 8.1 | | 1.3 |
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<tr>
<th>Session Descriptions</th>
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<th>UT Social Studies (no correlation)</th>
<th>Career and Technical Education Introduction Grade 7</th>
</tr>
</thead>
</table>
| **Session Five:** On the Hunt | Students are introduced to the basic aspects of job hunting through a scavenger hunt. They are given an organizing tool to keep all their vital job-hunting information in one place. | Objectives Students will be able to:  
- Recognize basic job-hunting tools, including applications, resumes, recommendations, and interviewing.  
- Analyze where to look for a job.  
- Understand the importance of keeping a record of vital information. | RI. 6.1  
L.6.4  
SL. 6.1  
RI. 7.1  
L.7.4  
SL. 7.1  
RI. 8.1  
L.8.4  
SL. 8.1 | 1.3 |
| **Session Six:** How to Keep (or Lose) a Job | Students learn the difference between technical and soft skills, and they recognize the impact that their personal behavior has on their ability to succeed in a job. | Objectives Students will be able to:  
- Differentiate between technical skills and soft skills.  
- Describe specific soft skills they already possess and those they need to practice. | L.6.4  
SL. 6.1  
RI. 6.1  
W.6.2  
W.6.4  
L.7.4  
SL. 7.1  
RI. 7.1  
W.7.2  
W.7.4  
L.8.4  
SL. 8.1  
RI. 8.1  
W.8.2  
W.8.4 | 1.3 |
# JA Be Entrepreneurial

## Session Descriptions

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<tr>
<th>Session One: Introduction to Entrepreneurship</th>
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<th>Common Core English/Language Arts</th>
<th>Common Core Mathematics</th>
<th>Social Studies</th>
</tr>
</thead>
</table>
| Students test their knowledge about entrepreneurship, and they begin the process to select a product or service for a business venture. | **Objectives:** The students will:  
  - Recognize the elements of a successful business start-up  
  - Evaluate myths and facts about entrepreneurship  
  - Consider product-development options  
  **Concepts:** entrepreneur, entrepreneurial spirit, non-profit business, product development, social entrepreneur  
  **Skills:** analyzing information, categorizing data, decision-making, evaluating alternatives, oral and written communication, presenting information, working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
L.9-10.6 | NA | 5 |

<table>
<thead>
<tr>
<th>Session Two: What’s My Business?</th>
<th>Key Learning Objectives</th>
<th>Common Core English/Language Arts</th>
<th>Common Core Mathematics</th>
<th>Social Studies</th>
</tr>
</thead>
</table>
| Students select a product or service for a business venture. | **Objectives:** The students will:  
  - Recognize the importance of carefully selecting a product or service before starting a business  
  - Apply passions, talents, and skills to a market-needs assessment to determine the basis of a business plans.  
  **Concepts:** entrepreneur, franchise, non-profit business, product development  
  **Skills:** analyzing information, categorizing data, decision-making, evaluating alternatives, oral and written communication, presenting information, reading for understanding, working pairs | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
L.9-10.6 | NA | 5 |
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<th>Key Learning Objectives</th>
<th>Common Core English/Language Arts</th>
<th>Common Core Mathematics</th>
<th>Social Studies</th>
</tr>
</thead>
</table>
| Session Three: Who’s My Customer? Students analyze potential markets. | **Objectives:** The students will:  
- Recognize the importance of analyzing markets  
- Apply a needs assessment to the market available to a specific product  
**Concepts:** advertisement, entrepreneur, customer, demographic, market needs, marketing  
**Skills:** analyzing information, categorizing data, decision-making, evaluating alternatives, graphic presentation, oral and written communication, presenting information, reading for understanding, working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
L.9-10.6  
RI.11-12.2  
RI.11-12.4  
W.11-12.2  
W.11-12.4  
W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
L.11-12.1-4  
L.11-12.6 | NA | 5 |
| Session Four: What’s My Advantage? Students determine how to set a product apart from competition. | **Objectives:** The students will:  
- Define competitive advantages and recognize them in other businesses  
- Express the importance of selecting competitive advantages that offer an edge over the competition for a product and market  
**Concepts:** competitive advantages, customer, entrepreneur, profit, product  
**Skills:** analyzing information, categorizing data, decision-making, evaluating alternatives, graphic presentation, oral and written communication, presenting information, reading for understanding, working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
L.9-10.6  
RI.11-12.2  
RI.11-12.4  
W.11-12.2  
W.11-12.4  
W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
L.11-12.1-4  
L.11-12.6 | NA | 4  
5 |
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<th>Common Core Mathematics</th>
<th>Social Studies</th>
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<tbody>
<tr>
<td>Session Five: Competitive Advantages</td>
<td>Students decide how to set a product or service apart from the competition.</td>
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<tr>
<td><strong>Objectives:</strong></td>
<td>The students will:</td>
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<td></td>
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<tr>
<td>• Evaluate competitive advantages</td>
<td></td>
<td>RI.9-10.2</td>
<td></td>
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<tr>
<td>• Select competitive advantages that</td>
<td></td>
<td>RI.9-10.4</td>
<td></td>
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<tr>
<td>will drive a developing business</td>
<td></td>
<td>RI.9-10.8</td>
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<tr>
<td>venture</td>
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<td>W.9-10.2</td>
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<tr>
<td><strong>Concepts:</strong></td>
<td>competitive advantages, entrepreneur, profit</td>
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<td><strong>Skills:</strong></td>
<td>analyzing information, categorizing data, decision-making, evaluating alternatives,</td>
<td>W.9-10.7-8</td>
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<td></td>
<td>oral and written communication, reading for understanding, working in groups</td>
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<td>Session Six: Ethics Are Good for</td>
<td>Students consider consequences in making ethical business decisions.</td>
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<tr>
<td>Business</td>
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<tr>
<td><strong>Objectives:</strong></td>
<td>The students will:</td>
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<tr>
<td>• Evaluate short- and long-term</td>
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<td>RI.9-10.2</td>
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<td>consequences in making ethical</td>
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<td>RI.9-10.4</td>
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<td>decisions</td>
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<td>RI.9-10.8</td>
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<td>• Express that being ethical can be</td>
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<td>W.9-10.2</td>
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<tr>
<td>good for business</td>
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<td>W.9-10.4</td>
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<tr>
<td><strong>Concepts:</strong></td>
<td>consequences, entrepreneur, ethical dilemma, ethics, social responsibility, stakeholder</td>
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<td><strong>Skills:</strong></td>
<td>analyzing information, categorizing data, decision-making, expressing multiple</td>
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<td>viewpoints, evaluating alternatives, oral and written communication, reading for</td>
<td>SL.9-10.6</td>
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<td></td>
<td>understanding, weighing consequences, working in pairs</td>
<td>L.9-10.1-2</td>
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</tbody>
</table>
| **Session Seven:** The Business Plan | **Objectives:** The students will:  
 compiled entrepreneurial elements into a sample business plan.  
 **Concepts:** business plan, competitive advantages, entrepreneur, ethics, financing, management, market, product development.  
 **Skills:** analyzing information, business planning, categorizing data, decision-making, evaluating alternatives, oral and written communication, reading for understanding, working in pairs. | RI.9-10.2  
 RI.9-10.4  
 RI.9-10.8  
 W.9-10.2  
 W.9-10.4  
 W.9-10.7-8  
 SL.9-10.1-4  
 SL.9-10.6  
 L.9-10.1-2  
 L.9-10.4  
 L.9-10.6  
 RI.11-12.2  
 RI.11-12.4  
 W.11-12.2  
 W.11-12.4  
 W.11-12.7-8  
 SL.11-12.1-4  
 SL.11-12.6  
 L.11-12.1-4  
 L.11-12.6  | NA | 5 |
## JA Career Success

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<th>UT Social Studies</th>
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</tr>
</thead>
</table>
| **Session One:** Get Hired: Critical Thinking and Creativity Students are introduced to the need to be work ready by developing the 4Cs skills that employers want from people entering the workforce. Students apply critical-thinking skills and creativity to solve problems in real-life work scenarios. | **Objectives** Students will be able to:  
- Use a problem-solving technique to solve personal and professional problems.  
- Apply critical-thinking skills to work-based problems.  
- Recognize that decisions made in the workplace have consequences. | RI.9-10.4  
RI.11-12.4  
SL.9-10.1  
SL.11-12.1  
L.9-10.1  
L.11-12.1 | | |
| **Session Two:** Get Hired: Communication and Conflict-Management Skills Students apply communication skills to resolve conflicts in work-based scenarios. Students will role-play conflicts and conflict management. They will explore behaviors that inflame conflict and behaviors that lead to a resolution. | **Objectives** Students will be able to:  
- Recognize common responses to conflict.  
- Apply conflict-management skills to resolve work-based issues. | RI.9-10.4  
RI.11-12.4  
SL.9-10.1  
SL.11-12.1  
L.9-10.1  
L.11-12.1 | | 3.2  
4.2 |
| **Session Three:** Get Hired: Collaboration and Creativity Students practice collaboration—a 4Cs skill—by using a teambuilding model referred to as the GRPI model (Goals, Roles and Responsibilities, Processes, and Interpersonal Relationship Skills). The model describes the behaviors found in high-performance teams in the workplace. | **Objectives** Students will be able to:  
- Demonstrate collaboration with team members to accomplish work-based challenges.  
- Recognize the components of a high-performance team. | RI.9-10.4  
RI.11-12.4  
SL.9-10.1  
SL.9-10.6  
SL.11-12.1  
L.9-10.1  
L.11-12.1 | | 4.3 |
| **Session Four:** Get Hired: Strong Soft Skills Students will review soft skills that are in demand by employers and rate their own soft skills. They will use personal stories in a job interview workshop to communicate these skills to a potential employer. | **Objectives** Students will be able to:  
- Identify soft skills that are in demand by employers.  
- Demonstrate personal soft skills in a mock interview. | RI.9-10.4  
RI.11-12.4  
W.9-10.2  
SL.9-10.1  
SL.11-12.1  
L.9-10.1  
L.11-12.1 | | 1.4 |
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<th>CTE - Critical Workplace Skills Grades 11-12</th>
</tr>
</thead>
</table>
| **Session Five:** Know Your Work Priorities | **Objectives** Students will be able to:  
- Recognize the importance of being focused, proactive, and adaptable when exploring careers.  
- Rank work environment priorities as an anchor for further career planning decisions. | RL.9-10.4  
RL.11-12.4  
SL.9-10.1  
SL.11-12.1  
L.9-10.1  
L.11-12.1 | |  |
| **Session Six:** Know Who’s Hiring | **Objectives** Students will be able to:  
- Analyze requirements needed for high-growth industries, such as those offering STEM-related jobs.  
- Identify the education and training needed to be adaptable and competitive in the job market. | W.9-10.1  
L.9-10.1  
L.11-12.1 | | 5.3 |
| **Session Seven:** Know Your Personal Brand | **Objectives** Students will be able to:  
- Explore how to hunt for a job and the tools needed.  
- Determine choices they can make to create a positive personal brand as they build their careers. | RL.9-10.4  
RL.9-10.5  
RL.11-12.4  
RL.11-12.5  
W.9-10.2  
W.11-12.1  
W.11-12.3  
W.11-12.9  
SL.9-10.1  
SL.9-10.2  
SL.11-12.1  
SL.11-12.2  
L.9-10.1  
L.11-12.1 | | |
## JA Company Program

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<th>Common Core English/Language Arts</th>
<th>Common Core Mathematics</th>
<th>Social Studies</th>
</tr>
</thead>
</table>
| **Meeting One:** Students determine company values. | **Objectives:** The students will:  
• determine how fundamental leadership principles create an effective company environment  
• identify the company’s departmental structure and associated leadership roles  
• discuss the company’s values  
• consider a company name  
• discuss the company’s Capitalization Plan  
**Concepts:** board of directors, book value, capital, corporation, dividend, leadership, liquidation, shareholders, stock, stock certificate, values, vision, mission  
**Skills:** gathering and organizing information, reading for understanding, oral and written communication, working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
L.9-10.6 | NA | US Government & Citizenship 5 |
| **Meeting Two:** Students form a company and determine department responsibilities. | **Objectives:** The students will:  
• classify the components of a Business Opportunity  
• identify department responsibilities  
• approve the company Charter Application and Bylaws  
• initiate a Company Capitalization plan  
**Concepts:** bylaws, board of directors, bookkeeping, business plan, capital, charter, dividend, human resources, liquidation, marketing, parliamentary procedure, production, profit, public relations  
**Skills:** analyzing and interpreting information, critical reading, working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
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L.9-10.6 | NA | |
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<th>Common Core Mathematics</th>
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<tbody>
<tr>
<td><strong>Meeting Three:</strong></td>
<td><strong>Objectives:</strong> The students will:</td>
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<tr>
<td>Students conduct market research and</td>
<td>• conduct market research to isolate a target market</td>
<td>RL.9-10.2</td>
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<tr>
<td>develop a business plan.</td>
<td>• develop a market survey</td>
<td>RL.9-10.4</td>
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<td></td>
<td>• analyze product options</td>
<td>RL.9-10.8</td>
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<td>• generate questions regarding each department’s Business Plan</td>
<td>W.9-10.2</td>
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<td><strong>Concepts:</strong> market research, market survey</td>
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<td><strong>Skills:</strong> product analysis, interpretation of information, working in groups</td>
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<td>SL.9-10.6</td>
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<tr>
<td><strong>Meeting Four:</strong></td>
<td><strong>Objectives:</strong> The students will:</td>
<td>RI.9-10.2</td>
<td></td>
<td>NA</td>
</tr>
<tr>
<td>Students select a product and establish</td>
<td>• complete the Product Evaluation Form</td>
<td>RI.9-10.4</td>
<td></td>
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<tr>
<td>sales goals.</td>
<td>• create sales goals for the company and individuals</td>
<td>RI.9-10.8</td>
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<tr>
<td></td>
<td>• finalize and submit department Business Plans</td>
<td>W.9-10.2</td>
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<tr>
<td></td>
<td>• select a JA company product</td>
<td>W.9-10.4</td>
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<tr>
<td></td>
<td><strong>Concepts:</strong> break-even point, cost-benefit analysis, fixed costs, gross profit,</td>
<td>W.9-10.7-8</td>
<td></td>
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<tr>
<td></td>
<td>material cost per unit, net price, product evaluation, sales commission, variable</td>
<td>SL.9-10.1-4</td>
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<td></td>
<td>costs</td>
<td>SL.9-10.6</td>
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<tr>
<td></td>
<td><strong>Skills:</strong> gathering and organizing information, synthesizing and evaluating data,</td>
<td>L.9-10.1-2</td>
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<td></td>
<td>working in groups</td>
<td>L.9-10.4</td>
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<td>L.9-10.6</td>
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<td>Meeting Five:</td>
<td><strong>Objectives:</strong> The students will:</td>
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<td>NA</td>
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<tr>
<td>Students participate in a business meeting</td>
<td>• initiate the organization and/or production of the product</td>
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<tr>
<td>and approve a business plan.</td>
<td>• maintain accurate, organized department records of all transactions</td>
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<tr>
<td></td>
<td><strong>Concepts:</strong> business plan, meeting agenda, parliamentary procedure</td>
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<td></td>
<td><strong>Skills:</strong> working in groups, oral and written communication, public speaking,</td>
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<td></td>
<td>synthesizing and evaluating information</td>
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<td>Meeting Six:</td>
<td><strong>Objectives:</strong> The students will:</td>
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<tr>
<td>Students initiate company operations.</td>
<td>• initiate purchasing materials for production</td>
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<td>• prepare records needed for company operations</td>
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<td>• identify the Sales Order Forms and the product sales process</td>
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<td><strong>Concepts:</strong> business plan, production, sales</td>
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<td><strong>Skills:</strong> listening, making observations, oral and written communication, working in groups</td>
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| **Meeting Seven:**   | **Objectives:** The students will:  
|                      | • refine and implement all aspects of the company Business Plan  
|                      | • prepare to sell the product to the defined target market  
|                      | • continue production  
|                      | • maintain accurate, organized records of all transactions  
|                      | **Concepts:** business plan, production, sales  
|                      | **Skills:** oral and written communication, making observations, working in groups  
|                      | RI.9-10.2  
|                      | RI.9-10.4  
|                      | RI.9-10.8  
|                      | W.9-10.2  
|                      | W.9-10.4  
|                      | W.9-10.7-8  
|                      | SL.9-10.1-4  
|                      | SL.9-10.6  
|                      | L.9-10.1-2  
|                      | L.9-10.4  
|                      | L.9-10.6  
|                      | RI.11-12.2  
|                      | RI.11-12.4  
|                      | W.11-12.2  
|                      | W.11-12.4  
|                      | W.11-12.7-8  
|                      | SL.11-12.1-4  
|                      | SL.11-12.6  
|                      | L.11-12.1-4  
|                      | L.11-12.6  
|                      | **Meeting Eight:**  
|                      | **Objectives:** The students will:  
|                      | • identify effective sales techniques and strategies  
|                      | • recognize ineffective production strategies and adjust accordingly  
|                      | **Concepts:** close, production, sales call, sales strategies  
|                      | **Skills:** oral and written communication, brainstorming, public speaking, working in groups  
|                      | RI.9-10.2  
|                      | RI.9-10.4  
|                      | RI.9-10.8  
|                      | W.9-10.2  
|                      | W.9-10.4  
|                      | W.9-10.7-8  
|                      | SL.9-10.1-4  
|                      | SL.9-10.6  
|                      | L.9-10.1-2  
|                      | L.9-10.4  
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|                      | RI.11-12.2  
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|                      | W.11-12.2  
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<tr>
<td><strong>Meeting Nine:</strong> Students evaluate business actions and propose changes to company operations.</td>
<td><strong>Objectives:</strong> The students will: &lt;br&gt;• continue sales and production of product &lt;br&gt;• refine departmental strategies &lt;br&gt;<strong>Concepts:</strong> best practices, group assessment, production &lt;br&gt;<strong>Skills:</strong> synthesizing and evaluating information, making observations, working in groups</td>
<td>RI.9-10.2 &lt;br&gt;RI.9-10.4 &lt;br&gt;RI.9-10.8 &lt;br&gt;W.9-10.2 &lt;br&gt;W.9-10.4 &lt;br&gt;W.9-10.7-8 &lt;br&gt;SL.9-10.1-4 &lt;br&gt;SL.9-10.6 &lt;br&gt;L.9-10.1-2 &lt;br&gt;L.9-10.4 &lt;br&gt;L.9-10.6 &lt;br&gt;RI.11-12.2 &lt;br&gt;RI.11-12.4 &lt;br&gt;W.11-12.2 &lt;br&gt;W.11-12.4 &lt;br&gt;W.11-12.7-8 &lt;br&gt;SL.11-12.1-4 &lt;br&gt;SL.11-12.6 &lt;br&gt;L.11-12.1-4 &lt;br&gt;L.11-12.6</td>
<td>NA</td>
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<tr>
<td><strong>Meeting Ten:</strong> Students prepare an annual report.</td>
<td><strong>Objectives:</strong> The students will: &lt;br&gt;• identify and evaluate production and inventory needs for the final product sales &lt;br&gt;• begin to prepare all liquidation forms and records needed for the Annual Report &lt;br&gt;<strong>Concepts:</strong> annual report, liquidation, production &lt;br&gt;<strong>Skills:</strong> evaluating and synthesizing information, interpreting production inventory, working in groups</td>
<td>RI.9-10.2 &lt;br&gt;RI.9-10.4 &lt;br&gt;RI.9-10.8 &lt;br&gt;W.9-10.2 &lt;br&gt;W.9-10.4 &lt;br&gt;W.9-10.7-8 &lt;br&gt;SL.9-10.1-4 &lt;br&gt;SL.9-10.6 &lt;br&gt;L.9-10.1-2 &lt;br&gt;L.9-10.4 &lt;br&gt;L.9-10.6 &lt;br&gt;RI.11-12.2 &lt;br&gt;RI.11-12.4 &lt;br&gt;W.11-12.2 &lt;br&gt;W.11-12.4 &lt;br&gt;W.11-12.7-8 &lt;br&gt;SL.11-12.1-4 &lt;br&gt;SL.11-12.6 &lt;br&gt;L.11-12.1-4 &lt;br&gt;L.11-12.6</td>
<td>NA</td>
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<tr>
<td><strong>Meeting Eleven:</strong> Students reflect on the JA experience and consider personal entrepreneurial opportunities.</td>
<td><strong>Objectives:</strong> The students will: &lt;br&gt;• explore the JA Student Center and JA Career Assessment tools &lt;br&gt;• create a Personal Action Plan &lt;br&gt;• complete all Liquidation Reports &lt;br&gt;• compile the Annual Report &lt;br&gt;<strong>Concepts:</strong> action plan, business opportunities, entrepreneur &lt;br&gt;<strong>Skills:</strong> individual and company reflection and evaluation, interpreting information, self-assessment</td>
<td>RI.9-10.2 &lt;br&gt;RI.9-10.4 &lt;br&gt;RI.9-10.8 &lt;br&gt;W.9-10.2 &lt;br&gt;W.9-10.4 &lt;br&gt;W.9-10.7-8 &lt;br&gt;L.9-10.1-2 &lt;br&gt;L.9-10.4 &lt;br&gt;L.9-10.6 &lt;br&gt;RI.11-12.2 &lt;br&gt;RI.11-12.4 &lt;br&gt;W.11-12.2 &lt;br&gt;W.11-12.4 &lt;br&gt;W.11-12.7-8 &lt;br&gt;L.11-12.1-4 &lt;br&gt;L.11-12.6 &lt;br&gt;L.11-12.6</td>
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<td><strong>Meeting Twelve:</strong> Students liquidate company assets and present the Annual Report.</td>
<td><strong>Objectives:</strong> The students will:  * distribute stockholder dividends  * celebrate their company’s success  <strong>Concepts:</strong> liquidation, parliamentary procedure  <strong>Skills:</strong> individual and company reflection, group and self-assessment, synthesizing and evaluating information, working in groups</td>
<td>RI.9-10.2  RI.9-10.4  RI.9-10.8  SL.9-10.1-4  SL.9-10.6  L.9-10.1-2  L.9-10.4  L.9-10.6  RI.11-12.2  RI.11-12.4  SL.11-12.1-4  SL.11-12.6  L.11-12.1-4  L.11-12.6</td>
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<td><strong>SL.11-12.6</strong></td>
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#JA Economics

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</table>
| **Topic One:** Introduction to Economics | **Objectives:** The students will: - describe the nature of human wants and how they are satisfied - identify and define the four factors of production - define the meanings of scarcity and opportunity cost - explain the key ideas in the economic way of thinking - explain what it means to think at the margin - describe the choices businesses face and a major goal of business - identify the basic economic decisions facing all societies - describe the two branches of economics - explain why private property, specialization, voluntary exchange, the price system, market competition, and entrepreneurship are considered the pillars of free enterprise - describe the nature of command, traditional, and mixed economic systems - explain the three kinds of models economists use - describe how the circular flow of money, resources, and products explains the function of a free market economy - define money and explain its three functions - identify the goals of the U.S. economic system | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
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RI.11-12.2  
RI.11-12.4  
W.11-12.2  
W.11-12.4  
W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
L.11-12.1-4  
L.11-12.6  | NA | Geography for Life  
6200-0403  
6200-0502  
U.S. Government & Citizenship  
6210-0501, 0502  
World Civilizations  
6220-0403  
U.S. History II  
6250-1001  
American Government & Law  
6300-0303  
Economics  
6320-0101 – 0110  
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6320-0402, 0404  
6320-0501  
6320-0601, 0602  
6320-0701 - 0703 |
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</table>
| **Topic Two: Supply, Demand, Market Prices, and the Consumer** | **Objectives:** The students will:  
- explain the role prices play in a market economy  
- define demand and describe how it illustrates the price effect  
- explain why people buy more of something at lower prices and less at higher prices  
- describe the relationship between individuals’ demands and market demand  
- define the price elasticity of demand and explain what determines it  
- describe the difference between the price effect and a change in demand  
- describe how supply is related to opportunity cost  
- define supply and explain the price effect related to supply  
- explain why producers want to sell more of something at higher prices and less at lower prices  
- describe the relationship between market supply and the supplies of individual sellers  
- explain the price elasticity of supply and what determines it  
- describe the difference between the price effect and a change in supply  
- describe how competitive markets “clear” the amount buyers want to purchase with the amount sellers want to sell  
- explain the nature of shortages and surpluses and how market competition eliminates them  
- describe how market-clearing prices motivate people to produce goods and services  
- describe the kinds of changes that occur in demand and supply, and how these changes affect market-clearing prices  
- identify the two main sources of household income  
- describe the factors that influence wealth accumulation  
- explain how personal budgets help people make good choices as consumers and savers  
- identify options to consider when making saving and investment decisions  
- describe advantages and disadvantages of using credit  
- explain how consumer interests are protected in our economy | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
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RI.11-12.2  
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W.11-12.4  
W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
L.11-12.1-4  
L.11-12.6 | NA | U.S. Government. & Citizenship  
6210-0502  
U.S. History II  
6250-1001  
American Government & Law  
6300-0602  
Economics  
6320-0101 – 0110  
6320-0302  
6320-0401  
6320-0502, 0503  
6320-0603  
6320-0701 – 0703 |
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<tr>
<td><strong>Topic Three:</strong> Businesses and Their Resources</td>
<td><strong>Objectives:</strong> The students will: -identify the characteristics of entrepreneurs -explain the role of small business in the U.S. economy -identify information that can be helpful in starting a small business -explain advantages and disadvantages of sole proprietorships, partnerships, and corporations and identify other types of business organizations -describe how large corporations are organized -describe how financial markets help businesses obtain capital resources -define equity and explain how it is used to finance business growth -identify the ways businesses save -define what a stock market is and describe why it is important -distinguish between a balance and an income statement -define Gross Domestic Product (GDP) and how it is measured -explain how Real GDP is calculated and how changes in Real GDP affect living standards -define Real Per Capita GDP -define the meaning of productivity -identify ways in which businesses have improved productivity -explain why production costs change as output changes -define the law of diminishing marginal returns and how this law affects production costs -explain economies of scale -describe how labor productivity enables businesses and workers to earn more over time while providing better and lower-priced products -describe major changes in the U.S. labor force over the past 100 years -identify what accounts for differences in wages and salaries -identify non-market forces that affect the labor force -describe how unions arose in the U.S. and how their growth was influenced by legislation -identify aspects of current labor-management relations -explain how firms in the four types of market structure make production and pricing decisions -describe the types of business mergers -explain how marketing helps businesses compete -identify the four P’s of marketing</td>
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<td>L.11-12.1-4</td>
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<td>6320-0601 – 0603</td>
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<td>6320-0701 - 0703</td>
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<tr>
<td><strong>Topic Four: Government, Banking, and Economic Stability</strong></td>
<td><strong>Objectives:</strong> The students will: - describe the four referee roles the federal government fulfills in the economy - explain how the federal government manages the economy - describe how the federal government spends and raises its money - identify and define the two principles of taxation - explain how proportional, progressive, and regressive taxes differ - describe the justifications for and the criticisms of federal deficits and the national debt - define money and describe its functions - describe the kind of money in use in the United States - explain the services banks and other financial institutions offer - describe how banks create money - explain what the Federal Reserve System is and what it does - explain why the value of money changes - identify the nature of inflation and describe how people are affected by it - identify and describe the major indicators economists use to measure the health of the economy - explain the components of the Gross Domestic Product - define unemployment and describe the types of unemployment - explain the tools of fiscal policy - explain the tools of monetary policy - describe the advantages and disadvantages of fiscal and monetary policies</td>
<td>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</td>
<td>NA</td>
<td>U.S. Government &amp; Citizenship 6210-0104 6210-0301, 0302 6210-0401 6210-0502 World Civilizations 6220-0501 U.S. History II 6250-0601, 0603 6250-1001 American Government &amp; Law 6300-0303 6300-0402 6300-0602 Economics 6320-0101 – 0110 6320-0301 – 0303 6320-0403, 0404 6320-0504 6320-0601 – 0603 6320-0701 – 0703</td>
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<td>Description</td>
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<td>Common Core English/Language Arts</td>
<td>Common Core Mathematics</td>
<td>Social Studies</td>
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</tbody>
</table>
| **Topic Five:** The Global Economy | **Objectives:** The students will:  
- explain why international trade is considered a two-way street  
- describe how imports and exports depend on each other  
- explain how absolute and comparative advantage differ  
- explain why productivity is important in international trade  
- identify the arguments for and against trade barriers  
- describe the purpose of international trade organizations  
- explain the nature of exchange rates and why they change  
- explain why a nation’s balance of payments always balances  
- define and describe globalization  
- identify the worldwide changes that have occurred as a result of globalization  
- explain the relationship between economic development and population growth  
- describe how China has changed its economy to achieve greater prosperity  
- identify the concerns about income growth in less-developed countries  
- explain the role property rights and markets can play in the protection of environmental resources  
- describe how governments can use market incentives to protect the environment | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
L.9-10.6 | NA | Geography for Life  
6200-0201, 0203  
6200-0401 – 0403  
6200-0501, 0502  
6200-0602  
U.S. Government & Citizenship  
6210-0501, 0502  
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6220-0502, 0503  
U.S. History II  
6250-0804  
6250-1001, 1002  
American Government & Law  
6300-0202  
6300-0303  
Economics  
6320-0101 – 0110  
6320-0202  
6320-0301 – 0303  
6320-0402 – 0404  
6320-0501 – 0504  
6320-0601, 0603  
6320-0701 – 0703 |
# JA Exploring Economics

## Session Descriptions

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<th>Session One: Economic Systems—Who Makes the Big Decisions?</th>
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<th>Common Core Mathematics</th>
<th>Social Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Objectives:</strong> The students will:</td>
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<tr>
<td>• Analyze the impact of a society’s economic system on</td>
<td>RL.9-10.2</td>
<td>S-IC .1</td>
<td></td>
<td>U.S. Government &amp; Citizenship</td>
</tr>
<tr>
<td>the decisions it makes about the production, distribution,</td>
<td>RL.9-10.4</td>
<td>S-IC .3</td>
<td></td>
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<tr>
<td>and consumption of goods and services.</td>
<td>RL.9-10.8</td>
<td>S-IC .6</td>
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<tr>
<td>• Evaluate how the following characteristics affect the</td>
<td>W.9-10.2</td>
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<tr>
<td>efficiency of a market: money, private property,</td>
<td>W.9-10.4</td>
<td></td>
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<tr>
<td>limited government, exchange of resources in available</td>
<td>W.9-10.7-8</td>
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<td></td>
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<tr>
<td>markets, and entrepreneurship</td>
<td>SL.9-10.1-4</td>
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</tr>
<tr>
<td><strong>Concepts:</strong> Command economy, Distribution, Economic</td>
<td>SL.9-10.6</td>
<td></td>
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<tr>
<td>systems, Economics, Market economy, Production</td>
<td>L.9-10.1-2</td>
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<tr>
<td><strong>Skills:</strong> Analyzing information, Categorizing data,</td>
<td>L.9-10.4</td>
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<tr>
<td>Decision-making, Evaluating alternatives, Oral and written</td>
<td>L.9-10.6</td>
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<tr>
<td>communication, Reading for understanding, Working in</td>
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<tr>
<td>groups</td>
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</tbody>
</table>

## Session Two: Supply and Demand—What’s It Worth to You?

<p>| <strong>Objectives:</strong> The students will:                        |                         |                                   |                         |               |
| • Review the concepts of supply and demand.               | RL.9-10.2               | S-IC .1                           |                         | U.S. Government &amp; Citizenship |
| • Define the term market-clearing price.                  | RL.9-10.4               | S-IC .3                           |                         |               |
| • Demonstrate the interaction between supply and demand   | RL.9-10.8               | S-IC .6                           |                         |               |
| in a free-market economy.                                 | W.9-10.2                |                                   |                         |               |
| • Respond to real-life examples of price and other market| W.9-10.4                |                                   |                         |               |
| forces that influence supply and demand and the market-   | W.9-10.7-8              |                                   |                         |               |
| clearing price.                                           | SL.9-10.1-4             |                                   |                         |               |
| <strong>Concepts:</strong> Demand, Economics, Market-clearing Price,   | SL.9-10.6               |                                   |                         |               |
| Supply, Supply and demand                                 | L.9-10.1-2              |                                   |                         |               |
| <strong>Skills:</strong> Analyzing information, Categorizing data,     | L.9-10.4                |                                   |                         |               |
| Decision-making, Evaluating alternatives, Listening for   | L.9-10.6                |                                   |                         |               |
| understanding, Oral and written communication, Working in|                         |                                   |                         |               |
| groups                                                    |                         |                                   |                         |               |</p>
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</table>
| **Session Three:** Supply and Demand—The JA Market Game | **Objectives:** The students will:  
- Explain the interaction between supply and demand in a free-market economy, with the market’s drive toward the market-clearing price.  
- Apply real-life examples of market forces that influence supply and demand  
**Concepts:** Demand, Economics, Market-clearing Price, Supply  
**Skills:** Analyzing information, Categorizing data, Charting, Decision-making, Graphing, Negotiating, Oral and written communication, Working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
L.9-10.6  
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RI.11-12.4  
W.11-12.2  
W.11-12.4  
W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
L.11-12.1-4  
L.11-12.6 | S-IC .1  
S-IC .3  
S-IC .6 | U.S. Government & Citizenship 5 |
| **Session Four:** Saving, Spending, and Investing | **Objectives:** The students will:  
- Recognize ways to earn and increase wealth through saving and investing.  
- Analyze examples of wealth acquired through saving and investing.  
- Evaluate different methods of saving and investing, including varied risk and rewards.  
**Concepts:** Banks as borrower and lender, Economics, Investing options, Risk versus reward, Saving options, Simple interest  
**Skills:** Analyzing information, Categorizing data, Decision-making, Oral and written communication, Public speaking, Reading for understanding, Working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
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RI.11-12.4  
W.11-12.2  
W.11-12.4  
W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
L.11-12.1-4  
L.11-12.6 | S-IC .1  
S-IC .3  
S-IC .6 | U.S. Government & Citizenship 5 |
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<tr>
<td>Session Six: Money, Inflation, and the CPI</td>
<td>Learn about inflation and its effect on prices, consumer purchasing power, the willingness of financial institutions to loan money, and how the Consumer Price Index (CPI) monitors inflation.</td>
<td>Objectives: The students will:   - Define inflation and demonstrate its connection to the availability and value of money in a market, as well as its effect on prices and consumer purchasing power.   - Explain and calculate how the Consumer Price Index (CPI) measures consumer prices.   - Recognize that inflation can impair a market economy by affecting consumer confidence and funds available for investment. Concepts: Consumer Price Index (CPI), Consumer purchasing power, Economics, Federal Reserve System, Inflation, Inflation rate, Percentage change, United States Bureau of Labor Statistics (BLS) Skills: Analyzing information Categorizing data, Oral and written communication, Public speaking, Reading for understanding, Solving algebraic equations, Working in pairs</td>
<td>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6 RI.11-12.2 RI.11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</td>
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</tbody>
</table>
| **Session Seven: International Trade** | **Objectives:** The students will:  
- Describe the significance of international trade.  
- Analyze the impact of trade on national and international utility.  
- Economic isolationism, Economics, International trade, Regional trade, Trade restrictions, Tariff, Utility, World trade  
- Categorizing data, Evaluating information, Negotiating, Oral and written communication, Public speaking, Working in groups | RI.9-10.2  
RI. 9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
L.9-10.1-2  
L.9-10.4  
L.9-10.6  
RI.11-12.2  
RI.11-12.4  
W.11-12.2  
W.11-12.4  
W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
L.11-12.1-4  
L.11-12.6 | S-IC.1  
S-IC .3  
S-IC .6 | U.S. Government & Citizenship  
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<th>Session Descriptions</th>
<th>Key Learning Objectives</th>
<th>Common Core English/Language Arts</th>
<th>UT Social Studies (no correlation)</th>
<th>CTE - Critical Workplace Skills Grades 11-12</th>
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</thead>
</table>
| **Session One: Before the Hunt** Students are introduced to the JA Job Shadow program and the Seven Steps to Get Hired and Succeed. Through a close examination of specific skills and career clusters, they learn the key factors to investigate in career planning: skills, interest, work priorities, and job outlook. | **Objectives** Students will be able to:  
- Recognize career clusters that match their skills and interest.  
- Demonstrate self-awareness of their soft skills in work scenarios. | RI.9-10.1  
SL.9-10.1  
L.9-10.4  
RI.11-12.1  
SL.11-12.1  
L.11-12.4 | | 3.2 |
| **Session Two: Perfect Match** Students review the Seven Steps to Get Hired and Succeed and analyze job hunting skills. They then participate in mock interviews to prepare for the Job Shadow Challenge at the site visit. | **Objectives** The students will be able to:  
- Review methods of identifying job openings.  
- Demonstrate professional interviewing skills.  
- Express expectations for the upcoming site visit. | SL.9-10.1  
L.9-10.3  
L.9-10.4  
W.9-10.7  
SL.11-12.1  
L.11-12.3  
L.11-12.4  
W.11-12.7 | | 1.4 |
| **Session Three: Get Hired: Collaboration and Creativity** Students reflect on what they learned before and during the site visit, and they practice business communication by composing a thank-you note. They then create one of four career preparation tools: a career assessment, elevator pitch, resume, or infographic profile. | **Objectives** Students will be able to:  
- Evaluate personal priorities based on their site visit experience.  
- Showcase identified skills.  
- Apply program knowledge to at least one of four career preparation tools—career assessment, elevator pitch, resume, or infographic profile. | SL.9-10.1  
L.9-10.1  
L.9-10.3  
L.9-10.4  
W.9-10.4  
W.9-10.5  
W.9-10.7  
SL.11-12.1  
L.11-12.1  
L.11-12.3  
L.11-12.4  
W.11-12.4  
W.11-12.5  
W.11-12.7 | | 1.1 |
## JA Personal Finance

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<th>Common Core English/Language Arts</th>
<th>Social Studies</th>
<th>Financial Literacy</th>
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<tbody>
<tr>
<td><strong>Session One:</strong></td>
<td><strong>Objectives</strong> Students <strong>will be able to:</strong></td>
<td>SL.9-10.1 SL.11-12.1 L.9-10.1 L.11-12.1 L.9-10.4 L.11-12.4</td>
<td>1 2</td>
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</table>
| **Plan to Earn**     | - Recognize the role income plays in personal finances.  
|                       | - Evaluate the effect their educational choices have on lifetime earnings.  
|                       | - Describe the importance of planning in making financial decisions. |  |                  |
|                      | **Concepts:** Earnings, Education, Lifetime earnings, Personal finances  
|                      | **Skills:** Analyzing information, Decision making, Evaluating alternatives, Oral and written communication, Prioritizing information, Using a timeline, Working in pairs |  |                  |
| **Session Two:**     | **Objectives** Students **will be able to:** | SL.9-10.1 SL.11-12.1 L.9-10.1 L.11-12.1 L.9-10.4 L.11-12.4 | 1 3 | 4 |
| **Saving for Life**  | - Recognize high-dollar items and unexpected costs that require savings.  
|                       | - Review key concepts related to successfully saving money. |  |                  |
|                      | **Concepts:** Budgeting, Compound interest, Investing, Opportunity cost, Pay yourself first, Principal, Saving money, Savings  
|                      | **Skills:** Analyzing information, Categorizing data, Decision making, Evaluating alternatives, Oral and written communication, Prioritizing |  |                  |
| **Session Three:**   | **Objectives** Students **will be able to:** | SL.9-10.1 SL.11-12.1 L.9-10.1 L.11-12.1 L.9-10.4 L.11-12.4 | 1 2 | 3 4 |
| **The Budget Game**  | - Recognize the importance of making and keeping a spending plan.  
|                       | - Consider the wide range of expenditures that might make up a monthly budget. |  |                  |
|                      | **Concepts:** Budget, Budgeting, Expense, Fixed Expenses, Income, Opportunity cost, Variable Expenses  
<p>|                      | <strong>Skills:</strong> Analyzing information, Categorizing data, Decision making, Evaluating alternatives, Oral and written communication, Prioritizing, Working in teams |  |                  |</p>
<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Key Learning Objectives</th>
<th>Common Core English/Language Arts</th>
<th>Social Studies</th>
<th>Financial Literacy</th>
</tr>
</thead>
</table>
| **Session Four:** Credit Choices Students analyze the importance of credit and the outcomes of wise and poor use of credit. | **Objectives** Students will be able to:  
- Recognize the importance of credit as part of personal finances.  
- Express the need to make good credit decisions to avoid costly consequences.  
**Concepts:** Debt, Credit, Credit cards, Credit reports and scores, Interest  
**Skills:** Analyzing information, Creativity, Evaluating alternative, Graphic presentation, Oral and written communication, Reading for understanding, Working in groups | W.9-10.2  
W.11-12.2  
W.9-10.3  
W.11-12.3  
SL.9-10.4  
SL.11-12.4  
L.9-10.4  
L.11-12.4 | | 1  
3 |
| **Session Five:** Savvy Consumer Groups work together to create public service announcements (PSAs) to inform each other of risks they could face in their finances and identify ways to protect themselves from potential loss. | **Objectives** Students will be able to:  
- Recognize potential risks to their personal finances.  
- Describe appropriate preventive methods to limit potential losses.  
**Concepts:** Consumer protection, Fraud, Identity theft, Insurance, Risk, Risk management  
**Skills:** Analyzing information, Creativity, Decision making, Visual and written communication, Reading for understanding, Working in groups | SL.9-10.1  
SL.11-12.1  
L.9-10.1  
L.11-12.1  
L.9-10.3  
L.11-12.3  
L.9-10.4  
L.11-12.4 | | 3  
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## JA Titan

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<th>Key Learning Objectives</th>
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<th>Common Core Mathematics</th>
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</thead>
</table>
| **Session One:** How Much? How Many? | **Objectives:** The students will:  
* explain how product price makes an impact on profits  
* describe how production can affect price, sales, and profit  

**Concepts:** assembly line, break-even point, business management, fixed costs, law of diminishing returns, loss, price, product, production, profit, resources, variable costs  

**Skills:** data analysis, decision-making, mathematical skills, oral communication, working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
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W.11-12.4  
W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
L.11-12.1-4  
L.11-12.6 | NA | Economics  
6320-0101 – 0111  
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6320-0701 – 0703 |
| **Session Two: How Much? How Many? – The Simulation** | **Objectives:** The students will:  
* make informed business price and production decisions  

**Concepts:** business management, fixed costs, law of diminishing returns, price, production, variable costs  

**Skills:** data analysis, decision-making, mathematical skills, oral communication, working in groups | RI.9-10.2  
RI.9-10.4  
RI.9-10.8  
W.9-10.2  
W.9-10.4  
W.9-10.7-8  
SL.9-10.1-4  
SL.9-10.6  
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L.9-10.6  
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RI-11-12.4  
W.11-12.2  
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W.11-12.7-8  
SL.11-12.1-4  
SL.11-12.6  
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L.11-12.6 | NA | Economics  
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6320-0701 – 0703 |
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<tr>
<td><strong>Session Three: Cutting Edge</strong></td>
<td><strong>Objectives</strong>: The students will:</td>
<td>RI.9-10.2</td>
<td>NA</td>
<td><strong>Economics</strong></td>
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<tr>
<td>Students design a marketing plan.</td>
<td>• explore why a business conducts research and development</td>
<td>RI.9-10.4</td>
<td></td>
<td>6320-0101 – 0111</td>
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<td></td>
<td>• explain how businesses determine their target markets and conduct market research</td>
<td>RI.9-10.8</td>
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<td>6320-0403</td>
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<td></td>
<td>• explain how marketing affects sales</td>
<td>W.9-10.2</td>
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<td>6320-0502</td>
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<td></td>
<td>• identify key marketing strategies</td>
<td>W.9-10.4</td>
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<td>6320-0601 – 0603</td>
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<td></td>
<td><strong>Concepts</strong>: demographics, four P’s of marketing, market research, marketing, product</td>
<td>SL.9-10.1-4</td>
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<td>6320-0701 – 0703</td>
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<td></td>
<td>life cycle, research and development, target market</td>
<td>SL.9-10.6</td>
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<td><strong>Skills</strong>: analyzing information, critical thinking, decision-making, mathematical</td>
<td>L.9-10.1-2</td>
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<td>skills, oral communication, planning, working in groups</td>
<td>L.9-10.4</td>
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<tr>
<td><strong>Session Four: Cutting Edge – The Simulation</strong></td>
<td><strong>Objectives</strong>: The students will:</td>
<td>RI.9-10.2</td>
<td>NA</td>
<td><strong>Economics</strong></td>
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<tr>
<td>Students make decisions about price, production, and</td>
<td>• make informed research and development and marketing decisions</td>
<td>RI.9-10.4</td>
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<td>6320-0101 – 0111</td>
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<tr>
<td>research and development using the JA Titan computer</td>
<td><strong>Concepts</strong>: demographics, four P’s of marketing, market research, marketing, price,</td>
<td>RI.9-10.8</td>
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<tr>
<td>simulation.</td>
<td>production, product life cycle, research and development, target market</td>
<td>W.9-10.2</td>
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<td><strong>Skills</strong>: analyzing information, critical thinking, decision-making, mathematical</td>
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<td>skills, oral communication, planning, working in groups</td>
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| Session Five: Make an Investment | **Objectives:** The students will:  
- discuss reasons that businesses use different capital investment strategies  
- make recommendations for capital investment based on set parameters  
- define charitable giving and explain why businesses make decisions to share their resources  
**Concepts:** business management, capital investment, cash flow, charitable giving, investors  
**Skills:** analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, working in groups | RI.9-10.2  
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6320-0701 – 0703 |
| Session Six: Make an Investment – The Simulation | **Objectives:** The students will:  
- make business decisions by applying their knowledge to a business simulation  
- use what they have learned about price, production, research and development, marketing, capital investment, and charitable giving to make business decisions using the JA Titan computer simulation  
**Concepts:** business management, capital investment, cash flow, charitable giving, demographics, four P’s of marketing, market research, marketing, price, production, product life cycle, research and development, target market  
**Skills:** analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, planning, working in groups | RI.9-10.2  
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</table>
| **Session Seven:** JA Titan of Industry – The Competition | Objectives: The students will:  
• demonstrate how business decisions affect business performance  
• react appropriately to decisions made by other businesses  
Concepts: business management, capital investment, cash flow, charitable giving, demographics, four P’s of marketing, market research, marketing, price, production, product life cycle, research and development, target market  
Skills: analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, planning, working in groups | RI.9-10.2  
RI.9-10.4  
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SL.11-12.6  
L.11-12.1-4  
L.11-12.6 | NA | Economics  
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