

# A Correlation between: JA Company Program® - Blended and National Content Standards for Entrepreneurship Education 2016

Meeting One: Start a Business
Meeting Two: Fill a Need
Meeting Three: Vet the Venture
Meeting Four: Create a Structure
Meeting Five: Launch the Business
Meeting Six through Eleven: Run the Business
Topic: Capitalization
Topic: Finance
Topic: Management and Leadership
Topic: Marketing
Topic: Sales
Topic: Supply Chain
Meeting Twelve: Liquidate the Company
Meeting Thirteen: Create a Personal Action Plan

## A Entrepreneurial Process

	Meeting One: Start a Business	Meeting Two: Fill a Need	Meeting Three: Vet the Venture	Meeting Four: Create a Structure	Meeting Five: Launch the Business	Meeting Six through Eleven: Run the Business	Topic: Capitalization	Topic: Finance	Topic: Management and Leadership	Topic: Marketing	Topic: Sales	Topic: Supply Chain	Meeting Twelve: Liquidate the Company	Meeting Thirteen: Create a Personal Action Plan
A.01 Explain the need for entrepreneurial discovery	●	●												
A.02 Discuss entrepreneurial discovery processes		●	●	●										
A.03 Assess global trends and opportunities		●												
A.04 Determine opportunities for venture creation		●	●											
A.05 Assess opportunities for venture creation			●	●	●									
A.06 Describe idea-generation methods		●	●											
A.07 Generate venture ideas		●	●											
A.08 Determine feasibility of ideas		●	●	●										
A.09 Describe entrepreneurial planning considerations		●	●	●										
A.10 Explain tools used by entrepreneurs for venture planning		●	●	●										
A.11 Assess start-up requirements			●	●			●							
A.12 Assess risks associated with venture			●	●		●	●							
A.13 Describe external resources useful to entrepreneurs during concept development		●	●	●			●							
A.14 Assess the need to use external resources for concept development			●				●							
A.16 Use components of a business plan to define venture idea			●	●										
A.17 Distinguish between debt and equity financing for venture creation	●						●							
A.18 Describe processes used to acquire adequate financial resources for venture creation/start-up	●						●							
A.19 Select sources to finance venture creation/start-up							●							
A.20 Explain factors to consider in determining a venture's human-resource needs				●		●								
A.21 Describe considerations in selecting capital resources						●	●	●						
A.22 Acquire capital resources needed for the venture						●	●	●						
A.23 Assess the costs/benefits associated with resources						●	●							
A.24 Use external resources to supplement entrepreneur's expertise			●	●		●	●							
A.25 Explain the complexity of business operations				●										
A.26 Evaluate risk-taking opportunities			●			●								
A.27 Explain the need for business systems and procedures				●										
A.28 Describe the use of operating procedures					●									
A.29 Explain methods/processes for organizing work flow					●									
A.30 Develop and/or provide product/service						●			●	●	●			
A.31 Use creativity in business activities/decisions		●	●	●		●								
A.34 Adapt to changes in business environment						●	●							
A.35 Explain the need for continuation planning						●	●							
A.37 Evaluate options for continued venture involvement						●							●	
A.38 Develop exit strategies													●	●



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## D Communications and Interpersonal Skills

D.01	Explain the nature of effective communications		●		●	●	●			●							
D.02	Apply effective listening skills		●		●	●	●		●	●							
D.03	Use proper grammar and vocabulary				●	●	●		●	●							
D.04	Reinforce service orientation through communication						●			●							
D.05	Explain the nature of effective verbal communications						●			●							
D.06	Address people properly					●	●			●							
D.08	Make oral presentations			●		●	●			●							
D.14	Prepare simple written reports						●									●	
D.15	Prepare complex written reports						●									●	
D.17	Follow directions						●									●	
D.18	Explain the nature of staff communication				●		●			●							
D.19	Give directions for completing job tasks						●			●							
D.20	Conduct staff meetings						●			●							

## E Digital Skills

E.01	Use basic computer terminology				●		●		●								
E.02	Apply basic commands of operating system software				●		●		●								
E.03	Employ desktop operating skills				●		●		●								
E.04	Determine file organization						●		●								
E.05	Demonstrate system utilities for file management						●		●								
E.07	Use reference materials to access information						●		●								
E.08	Use menu systems						●		●								
E.11	Demonstrate basic search skills on the Web						●		●								
E.17	Explain the nature of e-commerce														●		
E.18	Describe the impact of the Internet on business														●		







