

# Scope & Sequence

## KEY



Minimal



Moderate



High

\*Pillars of Student Success signify a program's primary focus; however, each JA program is developed to include all three pillars.

**Blended Model:** Programs are delivered to students through an integration of face-to-face volunteer and teacher mentoring and instruction, student-led groups, and digital learning.

**Classroom-Based:** Programs are delivered to students by a volunteer during the traditional school day.

**JA AfterSchool®:** Programs are delivered to students by a volunteer outside traditional school hours, including afternoon, evenings, weekends, and summer.

**JA Capstone:** Programs in which the classroom teacher prepares students for a day-long, out-of-school, volunteer-led experience.

## Elementary School Programs

Junior Achievement USA®

## Elementary School Programs (Grades K-5)

**JA Ourselves®** introduces students to personal economics and the choices consumers make to meet their needs and wants. Students learn about the role of money in society and gain practical information about earning, saving, and sharing money. Five volunteer-led sessions required. Recommended for kindergarten.

**Concepts**—Buying, Choices, Costs, Earning, Entrepreneur, Giving, Goals, Goods and services, Interests, Money, Needs and wants, Saving, Society, Spending, Values.

**Skills**—Counting, Decision making, Drawing conclusions, Following directions, Graphing and graph interpretation, Listening, Matching and classifying, Predicting, Problem solving, Reading and writing, Self-assessment, Sequencing, Social skills, Teamwork, Verbal communication, Vocabulary building.

**JA Our Families®** emphasizes how family members' jobs and businesses contribute to the well-being of the family. It introduces the concept of needs and wants and looks at the ways families acquire goods and services. Five volunteer-led sessions required. Recommended for first grade.

**Concepts**—Business, Citizens, Earning, Economic incentives, Economic institutions, Employment, Entrepreneurship, Family, Fill a need, Goods and services, Human resources, Income, Interdependence, Job, Money, Scarcity, Shelter, Skills, Spend, Traditions, Wants and needs, Work.

**Skills**—Analyzing information, Creative thinking, Decision making, Differentiating, Drawing, Following directions, Listening and responding, Making observations, Map reading, Matching, Math calculations, Patterns, Reading, Recognizing and interpreting symbols, Sequencing, Verbal communication, Working in pairs.

**JA Our Community®** introduces students to the intersection of work readiness and early elementary grades social studies learning objectives, including how citizens benefit from and contribute to a community's success. Five volunteer-led sessions required. Recommended for second grade.

**Concepts**—Businesses, Careers, Citizenship, Coins, Community, Goods and services, Government, Innovation, Jobs, Production, Needs and wants, Skills, Taxes, Voting.

**Skills**—Creativity, Critical thinking, Collaboration, Decision making, Idea development, Making choices, Map reading, Problem solving, Role-playing, Speaking and listening, Teamwork.

**JA Our City®** studies the characteristics of cities and how people and businesses in cities manage their money. Five volunteer-led sessions required. Recommended for third grade.

**Concepts**—Banking, Business, Business decisions, Circular flow of money, City, City planner, Communication, Consumer, Currency, Deposit, Digital communication, Economic development, Entrepreneur, Goods, Interdependence, Interest, Jobs, Making payments, Money choices, Needs and wants, Producer, Savings account, Services, Taxes, Technology, Transaction, Withdrawal, Zones.

**Skills**—Addition and subtraction, Brainstorming, Conceptualizing, Critical thinking, Decision making, Developing ideas, Drawing conclusions, Following multi-step directions, Identifying zones, Listening critically, Making choices, Making decisions, Making observations, Mapping information, Participating in large-group activities, Planning a business, Problem solving, Reading and writing, Teamwork, Verbal communication, Working in groups, Writing.

	Pillars of Student Success*			Primary Implementation			
	Entrepreneurship	Financial Literacy	Work Readiness	Blended Model	Classroom-Based	JA AfterSchool	JA Capstone
JA Ourselves®	Minimal	High	Moderate		✓		
JA Our Families®	High	Moderate	Moderate		✓		
JA Our Community®	Minimal	Moderate	High		✓		
JA Our City®	Moderate	High	Moderate		✓		

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## Elementary School Programs (Grades K-5)

**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. Six after-school, volunteer-led sessions required. Recommended for grades three-five.

**Concepts-**Advertising, Banking, Business planning, Consumer, Deposit, Earn, Employee, Estimate, Expense, Goods, Income, Market research, Money management, Profit, Role model, Save, Self-employed, Service, Share, Spend, Withdrawal, Work ethic.

**Skills-**Active listening, Analysis, Applying information, Brainstorming, Charting data, Compare and contrast, Computation, Critical thinking, Decision making, Deductive reasoning, Drawing, Evaluating data, Following written and verbal instructions, Group work, Mind-mapping, Problem solving, Recording deposits and withdrawals, Role-playing, Self-assessment, Taking turns, Teamwork, Vocabulary building.

**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. Five volunteer-led sessions required. Recommended for fourth grade.

**Concepts-**Business, Choices, Economy, Exchange, Expenses, Goods, Incentives, Income, Investment, Products, Profit, Region, Resources, Risk, Scarcity, Services, Specialization, Taxes.

**Skills-**Comparing, Compiling data, Conducting research, Decision making, Differentiating, Giving reports, Interpreting data, Math computations, Problem solving, Reading, Teamwork, Understanding symbols.

**JA Our Nation®** provides students with practical information about the U.S. free market system and how it serves as an economic engine for businesses and careers. Students examine the need for entrepreneurial and innovative thinking to meet the requirements of high-growth, high-demand careers in a global business economy. Five volunteer-led sessions required. Optional: Sixth session supplement. Recommended for fifth grade.

**Concepts-**Businesses, Careers, Career clusters, Collaboration, Communication, Competition, Competitor, Consumer, Critical thinking, Engineering, Employees, Employers, Entrepreneur, Free market economy, Global economy, Goods and services, Human capital, Innovation, Invention, Interdependence, Job specialization, Opportunity cost, Product, Producer, Profit, Resume, Skills, Technology, Work readiness.

**Skills-**Analyzing occupations, Analyzing information, Brainstorming, Collaboration, Communication, Creative thinking, Decision making, Estimating, Following written instructions, Interpersonal skills, Interpreting economic issues, Map reading, Organizing information, Prioritizing, Problem solving, Reasoning, Speaking and listening, STEM skills, Teamwork, Working in pairs, Written communication.

**JA BizTown®** combines in-class learning with a daylong visit to a simulated, fully interactive town where *JA BizTown* citizens make the connection between what they learn in school and the real world. A minimum of 13 lessons required. Recommended for fifth grade.

**Concepts-**Banking, Business, Careers, Charitable giving, Citizenship, Competition, Conservation, Consumers, Demand, Division of labor, Employment, Exchange, Goods, Marketing, Markets, Money, Needs, Opportunity costs, Producers, Production, Quality, Resources, Saving, Scarcity, Services, Skills, Specialization, Supply, Wants.

**Skills-**Active listening, Applying information, Brainstorming, Calculation, Charting, Collaboration, Communication, Comparing and contrasting, Computation, Cooperation, Creativity, Critical thinking, Data collection and interpretation, Decision making, Defining, Demonstration, Describing consequences, Determining cause and effect, Filling out forms, Following written and oral directions, Graphing, Identification, Interview skills, Listening, Observing, Organizing, Planning, Price setting, Problem solving, Reading for information, Research, Resume preparation, Role-playing, Self-reflection, Showing responsibility, Soft skills, Spending, Teamwork, Time management, Writing.

	Pillars of Student Success*			Primary Implementation			
	Entrepreneurship	Financial Literacy	Work Readiness	Blended Model	Classroom-Based	JA AfterSchool	JA Capstone
<b>JA More than Money®</b>	●	●	◐	✓	✓		
<b>JA Our Region®</b>	●	◐	◐	✓			
<b>JA Our Nation®</b>	◐	○	●	✓			
<b>JA BizTown®</b>	●	●	●	✓	✓		✓