

# 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.

## Middle School Programs

Junior Achievement USA®

## Middle School Programs (Grades 6-8)

**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. Six volunteer-led sessions required.

**Concepts**-Budget, Credit, Credit card, Credit score, Co-pay insurance, Debit card, Decision making, Deductible, Goal setting, Gross income, Higher education, Interest, Interests, Needs and wants, Net income, Opportunity cost, Policy, Premium, Risk, Self-knowledge, Skills, Values, World of work.

**Skills**-Analyzing information, Critical thinking, Inquiry skills, Interpreting data, Math calculations, Oral and written communication, Organizing information, Presentation, Problem solving, Reading for understanding, Self-assessment, Working in groups and pairs.

**JA Finance Park®** helps students build a foundation upon which they can make intelligent lifelong financial decisions, including those related to income, expenses, saving, and credit. The program culminates in a hands-on budgeting simulation at a facility, mobile unit, or virtual site. Thirteen teacher-led sessions required.

**Concepts**-Banking, Benefits, Budgets, Career, Categorization, Credit, Credit reports, Credit score, Debit, Debt, Deposit insurance, Financial responsibility, Goal setting, Government, Identity theft, Impulse buying, Income, Interest, Loans, Opportunity cost, Payment methods, Risk, Saving, Savings, Taxes, Values, Wages, Wants and needs.

**Skills**-Active listening, Brainstorming, Collaboration, Comparing, Comprehension, Creativity, Critical thinking, Decision making, Following directions, Interpreting data, Math, Reading, Self-knowledge and reflection, Speaking and listening, Vocabulary, Working in pairs and teams, Writing.

**JA Global Marketplace®-Kit-Based** provides practical information about the global economy and its effect on students' lives. Six volunteer-led sessions required.

**Concepts**-Business practices, Culture, Currency, Domestic trade, Embargo, Emigrate, Entrepreneurship, Exchange rates, Exports, Franchise, Global trade, Human resources, Immigrate, International trade, Market, Productivity, Quota, Standard Subsidy, Tariff, Technology, Trade, Trade barrier.

**Skills**-Analyzing points of view, Brainstorming, Critical reading, Critical thinking, Gathering and organizing information, Interpreting maps, charts, and globes, Math calculations, Oral and written communication, Persuasion, Compromise and bargaining, Working in groups.

**JA Global Marketplace®-Blended Model** gives students an opportunity to experience the worldwide interdependence of producers, consumers, and the global workforce by playing the role of business owners and managers at an international market. High-tech and low-tech versions of each session accommodate schools' available technology. Two implementation options are offered: Basic (Sessions One-Six volunteer-led) and Advanced (Sessions One-Six volunteer-led; Session Seven teacher- or volunteer-led).

**Concepts**-Business ethics, Communication, Cultural awareness, Culture, Currency, Exchange rate, Free trade, Immigration, Innovation, Interdependence, International careers, Product safety, Production, Quota, Resources, Subsidy, Tariff, Trade, Trade barriers, Trade embargo.

**Skills**-Analyze human behavior, Categorize data, Compare currency buying power, Decision making, Entrepreneurial thinking, Examine resources, Following instructions, Identify international job requirements, Interpreting charts and graphs, Making customer-based product decisions, Negotiating, Reading a spreadsheet, Reading comprehension, Teamwork, Trading, Using a currency calculator.

Pillars of Student Success*			Primary Implementation			
Entrepreneurship	Financial Literacy	Work Readiness	Blended Model	Classroom-Based	JA AfterSchool	JA Capstone
○	●	●	✓			
◐	●	●	✓	✓		✓
◐	◐	◐	✓	✓		
◐	●	◐	✓	✓		

# 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.

## Middle School Programs

Junior Achievement USA®

## Middle School Programs (Grades 6-8)

**JA It's My Business!®** encourages students to use critical thinking to learn entrepreneurial skills that support positive attitudes as they explore and enhance their career aspirations. Six volunteer-led sessions required.

**Concepts-**Advertising, Apprentice, Auction, Auctioneer, Be creative and innovative, Believe in yourself, Bid, Business, Business plan, Civic responsibility, Customer, Entrepreneur, Entrepreneur profile, Fill a need, Know your customer and product, Market, Marketing, Profit, Self-taught, Social entrepreneur.

**Skills-**Active listening, Analyzing information, Brainstorming, Creative thinking, Critical thinking, Decision making, Deductive reasoning, Estimating, Following directions, Group work, Interpreting information, Measuring, Money management, Oral and written communication, Problem solving, Self-assessment.

**JA It's My Future®** provides practical information about preparing for the working world while still in middle school. Six volunteer-led sessions required.

**Concepts-**Brand, Career clusters, Career mapping, Career planning, Employee, High-growth jobs, Interests, Job application, Job forecast, Job hunting, Job interview, Logo, Long-term consequences, Personal brand, Recommendation, Resumes, Short-, middle-, and long-term goals, Skills, Soft skills, Symbolism, Tagline, Technical skills, Working environment.

**Skills-**Analyzing data, Analyzing information, Categorizing data, Creativity, Following written instructions, Goal-setting, Interviewing, Mapping, Model building, Oral and visual presentation, Oral and written communication, Organizing information, Reading for understanding, Self-assessment, Working in pairs and groups.

Pillars of Student Success*			Primary Implementation			
Entrepreneurship	Financial Literacy	Work Readiness	Blended Model	Classroom-Based	JA AfterSchool	JA Capstone
●	○	◐		✓	✓	
◐	○	●		✓		