

SCOPE AND SEQUENCE

KEY



Minimal Moderate High

*Pillars of Student Success signify a program's primary focus.

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 during the traditional school day.

Classroom-Based: Programs are delivered to students by a volunteer through use of kit-based materials and optional digital resources 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 either a day-long, out-of-school, volunteer-led experience or an in-school, virtual simulation experience.

Middle School Programs (Grades 6-8)

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 teacher-led lessons required. Recommended for fifth and sixth grades.

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

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® builds a foundation on which students 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. A minimum of 13 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, compromising and bargaining, working in groups

	Pillars of Student Success*			Primary Implementation			
	Entrepreneurship	Financial Literacy	Work Readiness	Blended Model	Classroom-Based	JA AfterSchool	JA Capstone
JA BizTown®	●	●	●		✓		✓
JA Economics for Success®	○	●	●		✓		
JA Finance Park®	◐	●	●		✓		✓
JA Global Marketplace® Kit-Based	◐	◐	◐		✓		

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100 YEARS. 100% READY.™

Visit ja.org to learn more.

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Middle School Programs (Grades 6-8)

JA Global Marketplace® Blended Model demonstrates why and how countries buy and sell from each other. Students examine the interconnection between producers and consumers in the global marketplace and the effect of free enterprise in an economic system. 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, business ethics, career exploration, communication, cultural awareness in international business, cultural differences, cultural norms, culture, currency, customer, educational and legal requirements, etiquette, exchange rate, export, free trade, immigration, import, innovation, interdependence, international careers, international trade, market, marketplace, migration, product, product safety, production, profit, quota, resources, service, specialization, standards, subsidy, tariff, trade, trade barriers, trade embargo

Skills: Analyzing charts and evaluating information, analyzing human behavior, categorizing data, decision making, describing how need leads to innovation, entrepreneurial thinking, examining resources, following instructions, identifying business responsibilities, identifying foreign currency, identifying international job requirements, identifying positive and negative traits, interpreting charts and graphs, making customer-based product decisions, negotiating, reading a spreadsheet, reading comprehension, recognizing and applying terms, recognizing consequences of trade barriers, teamwork, trading, understanding business and cultural etiquette, using a currency convertor

JA Inspire is more than a career fair, it brings together the business community and local schools and is designed to help launch middle school students into their futures. The program consists of three segments: 1) in-class sessions presented by the classroom teacher; 2) the hands-on JA Inspire expo; and 3) an in-class debrief. During the JA Inspire expo, students participate in hands-on activities, often using equipment or tools used on a job.

Concepts: Introspection, self-knowledge, research, mapping skills to potential careers, goal-setting

Skills: Self-assessment, utilizing career resources to develop a career plan, explore post-secondary education options, explore various careers, understanding employment trends and job outlook for career planning

JA It's My Business!® Kit-Based 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, interpreting information, measuring, money management, oral and written communication, problem solving, self-assessment, working in groups

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

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Middle School Programs (Grades 6-8)

JA It's My Business!® Blended Model encourages middle school students to turn their ideas into a business. The program introduces design thinking as a problem-solving process and provides students an authentic entrepreneurial experience that builds toward a pitch competition. Six volunteer-led sessions required. Fifteen-minute optional extension activities are provided for use in after-school implementation.

Concepts: Business, consumer feedback, design, entrepreneur, entrepreneurial characteristics, funding, innovation, innovative, investor, market, market research, need, product, passion, persistent, persuasive, pitch, presentation visuals, product, product sketches, prototype, risk-taker, self-confident, self-motivated, service, speaking skills, surveys, target market

Skills: Analyzing data from a variety of media sources, applying terms, brainstorming, collecting data, creating a model, creative thinking, communicating information through design, deduction, empathy, evaluating alternatives, group presentation, group work, labeling an illustration, listening, logical reasoning, memory recall and matching, presenting ideas, problem solving, self-evaluation, teamwork

JA It's My Future® Kit-Based 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

JA It's My Future® Blended Model offers students practical information to help prepare them for the working world. Students develop the personal-branding and job-hunting skills needed to earn a job. Six volunteer-led sessions required.

Concepts: Achievements, attitude, brand, career, career clusters, career mapping, career paths, communication, decline, education level, high-growth careers, interests, job application, job growth, job hunting, job interview, job outlook, logo, making a good impression, maps, personal brand, professionalism, references, reputation, soft skills, tagline, teamwork, technical skills, transferable skills, work ethic

Skills: Analyzing branding, analyzing charts and graphs, analyzing data from media, applying cause and effect, demonstrating cause and effect, evaluating and sorting options, group discussion, identifying personal skills, identifying strengths and weaknesses, logical reasoning, note taking, prediction, reading for understanding, recognizing patterns, reviewing results, role-playing, self-evaluation, teamwork, using art as self-expression

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