



A Correlation: Ohio Academic Standards and Junior Achievement Middle School Programs

Updated March 2020 Ohio Social Studies 2018 Ohio Financial Literacy 2010 Ohio Career Connections

Junior Achievement USA® One Education Way Colorado Springs, CO 80906

Overview

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

In this document, Junior Achievement programs are correlated to the 2018 Ohio New Learning Standards 6-8 along with the 2019 Ohio Financial Literacy and Career Connections Standards and Frameworks and Common Core English Language Arts (ELA) and Mathematics. 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 Middle Grades Programs

<u>JA Economics for Success</u>[®] 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 Blended Model introduces students to the global marketplace and the ways in which countries buy and sell from each other. Through completion of this program, students will gain an understanding of the role of producers and consumers in the interconnected global market.

<u>JA It's My Business</u>® Blended Model provides middle school students an opportunity to experience the initial steps necessary to start a business. New program content provides an authentic entrepreneurial experience for students, with each session building up to a product-pitch competition.

<u>JA It's My Future</u>* Blended Model offers middle school 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.

<u>JA Career Exploration Fair</u>TM is an event where students learn about a range of career options across multiple career clusters. (Grades K-12

JA Career Speakers SeriesTM In JA Career Speakers Series, a volunteer guest speaker visits the classroom and shares information about his or her career, work, and education experience. (Grades K-12)

<u>JA Excellence through Ethics</u>TM Through JA Excellence through Ethics, students will learn the importance of ethics and ethical decision-making and how ethical and unethical choices affect everyone in a community. (Grades 6-12)

<u>JA Inspire</u>TM 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: high school, college, and careers beyond. (Grades 6-8)

<u>JA It's My Job</u>TM (Soft Skills) helps students understand the value of professional communication and soft skills, making them more employable across multiple career clusters. (Grades 6-12)



JA Economics for Success

Session Descriptions	Key Learning Objectives	Common Core ELA	Academic Standards
Session One: Mirror, Mirror Students make choices to better understand the concept of self- knowledge—the awareness of their skills, interests, and values— as they consider education, careers, and other life choices.	Objectives: The students will: Use personal reflection to explain self-knowledge Apply their skills, interests, and values to help determine a potential career path	Grade 6 RI.6.2,4,7 SL.6.1-2 L.6.1,3,4 Grade 7 RI.7.2,4 SL.7.1-2 L.7.1,3,4 Grade 8 RI.8.2,4 SL.8.1 L.8.1,3,4	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability Career Connections Identify interests
Session Two: Be a Success Students learn how to set goals for their financial future. They play the "Be A Success Game" to see the connection between personal finance, education, and careers.	Objectives: The students will: Identify the connection between goal-setting, personal finance, education, and career choices Apply decision making to education and career choices	Grade 6 RI.6.4 SL.6.1-2 L.6.1,3,4 Grade 7 RI.7.4 SL.7.1-2 L.7.1,3,4 Grade 8 RI.8.4 SL.8.1 L.8.1,3,4	Financial Literacy Identify the differences between short- and long-term financial goals Explore how education and career decisions affect incomes and job opportunities Describe responsible ways to manage money Career Connections Develop self-awareness Determine personal motivations related to work and income.
Session Three: Keeping Your Balance Students receive Occupation Cards and observe how different jobs provide different monthly salaries. Based on those monthly salaries, students evaluate the opportunity cost when making budget decisions.	Objectives: The students will: Recognize that a balanced budget is important for all workers Define the term income and differentiate between gross and net income Name ways to balance a budget	Grade 6 RI.6.4,7 SL.6.1 L.6.1,3,4 Grade 7 RI.7.4 SL.7.1 L.7.1,3,4 Grade 8 RI.8.4 SL.8.1 L.8.1,3,4	Financial Literacy 2. Financial responsibility involves life-long decision-making strategies, which include consideration of alternatives and consequences. • List financial decisions made at different stages of life and factors that will affect those decisions. 6. Financial responsibility includes the development of a spending and savings plan • Devise a spending and savings plan (budget) for current short- and long-term goals, income and expenses. • Identify factors that could force an individual to change his or her budget Career Connections • Participate in Career research



JA Economics for Success

Session Descriptions	Key Learning Objectives	Common Core ELA	Academic Standards
Session Four: Savvy Shopper Students examine how consumers pay for goods and services. They discuss the advantages and disadvantages of using debit and credit cards.	Objectives: The students will: Identify the differences between debit and credit cards Explain the advantages and disadvantages of both cards Recognize the importance of taking personal responsibility for financial decisions	Grade 6 RI.6.4,7 SL.6.1 L.6.1,3,4 Grade 7 RI.7.4 SL.7.1 L.7.3,4 Grade 8 RI.8.4 SL.8.1 L.8.1,3,4	Financial Literacy 2. Understand there are often positive and negative consequences for financial decisions. 10. An informed consumer makes decisions on purchases that may include a decision-making strategy to determine if purchases are within their budget. Explain the factors a consumer considers before making a purchase. Economics 6. 16. When selecting items to buy, individuals can weigh costs and benefits and compare the price and quality of available goods and services.
Session Five: Keeping Score Students examine how a credit score is determined and learn about the consequences of a positive and negative credit report.	Objectives: The students will: Describe the favorable or unfavorable consequences of a high or low personal credit score Explain actions that cause a credit score to go up or down	Grade 6 RI.6.4,7 SL.6.1 L.6.1,3,4 Grade 7 RI.7.4 SL.7.1 L.7.1,3,4 Grade 8 RI.8.4 SL.8.1 L.8.1,3,4	Financial Literacy 18. Credit is a contractual agreement in which a borrower receives something of value now and agrees to repay to lender at some later date. Identify the terms that may exist within a loan 20. Effectively balancing credit and debt helps one achieve some short-and long-term goals. Discuss situations that positively or negatively impact an individual's credit score
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.	Objectives: The students will: Explore the cost and consequence of risk Explain how insurance provides a method to minimize financial risk Identify the opportunity cost of having insurance Assess how personal responsibility plays a part in minimizing risk	Grade 6 SL.6.1 L.6.1,3,4 Grade 7 SL.7.1 L.7.3,4 Grade 8 SL.8.1 L.8.1,3,4	Economics 6.12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. 7. 19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost- benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. 8.24 Choices made by individuals, businesses and governments have both present and future consequences.



JA Global Marketplace

Session Details	Academic Standards	Common Core ELA	Common Core Math
Session One: Business and Customer Students learn about the relationship between businesses, their customers, and the mutually beneficial exchange of products and services. Students connect well-known products and businesses to their country of origin as they explore the global marketplace. Objectives: The students will be able to: Identify what a business gains from an exchange with a customer. Identify what a customer gains from an exchange with a business. Define ethics and ethical dilemma (Deeper Look). Identify the stakeholders of a business. Evaluate whether the actions of a business, which had positive or negative implications to stakeholders, were ethical (Deeper Look).	Economics 6.12. The choices made by individuals and governments have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. 7. 19. Individuals, governments and businesses must analyze costs and benefits when making economic decisions. A cost- benefit analysis consists of determining the potential costs and benefits of an action and then balancing the costs against the benefits. 8.24 Choices made by individuals, businesses and governments have both present and future consequences.	Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 L.6.1-6 Grade 7 RI.7.4 W.7.4 SL.7.1-2 L.7.1-6 Grade 8 RI.8.4 W.4 SL.8.1-2 L.8.1-6	NA
Session Two: Business and Culture Students learn that businesses must understand cultural differences in order to meet customers' needs and make a profit in different countries. By examining the different habits of international customers, students learn about international etiquette. Objectives: The students will be able to: Identify business-related, cultural differences throughout the world. Explain the need for international businesses to take into account their customers' cultural differences in order to provide for the customer and make a profit. Identify cultural differences throughout the world that affect social interaction and communication.	Geography 6.8. Modern cultural practices and products show the influence of tradition and diffusion, including the impact of major world religions 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world. Government 6. 9. Different perspectives on a topic can be obtained from a variety of historic and contemporary sources and used to effectively communicate and defend a claim based on evidence. Sources should be examined for accuracy and credibility. 7.16. Analyzing individual and group perspectives is essential to understanding historic and contemporary issues. Opportunities for civic engagement exist for students to connect real-world issues and events to classroom learning.	Grade 6 RI.6.1 RI.6.4 RI.6.7 W.6.4,7 SL.6.1-2 SL.6.4 L.6.1-6 Grade 7 RI.7.1 RI.7.4 W.7.4,7 SL.7.1-2 SL.7.4 L.7.1-6 Grade 8 RI.8.1 RI.8.4 W.8.4,7 SL.8.1-2 SL.8.4 L.8.1-6	NA



JA Global Marketplace

Academic Standards	Common Core ELA	Common Core Math
Geography 6.3. Geographic tools can be used to gather, process and report information about people, places and environments. Cartographers decide which information to include and how it is displayed. 6.5. Regions can be determined, classified and compared using various criteria. 6.7. Political, environmental, social and economic factors cause people, products and ideas to move from place to place 7.14. Trade routes connecting Africa, Europe and Asia fostered the spread of technology and major world religions. 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world.	Grade 6 RI.6.4 W.6.4 SL.6.1-2 SL.4 L.6.1-6 Grade 7 RI.7.4 W.7.4 SL.7.1-2 SL.7.4 L.7.1-6 Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4 L.8.1-4 L.8.6	Mathematical Practices 2-3 6-7
Economics 6.13. The fundamental questions of economics include what to produce, how to produce and for whom to produce.		
Geography 6.3. Globes and other geographic tools can be used to gather, process and report information. 7.13. Geographic factors promote or impede the movement of people, products and ideas. 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world. Economics 6.12. The choices people make have both present and future consequences 6.14. When regions and/or countries specialize, global trade occurs. 6.16. When selecting items to buy, individuals can compare the price and quality of available goods and services.	Grade 6 RI.6.1 RI.6.4 RI.6.7 SL.6.1-2 L.6.1 L.6.3-4 L.6.6 Grade 7 RI.7.1 RI.7.4 SL.7.1-2 L.7.1 L.7.3-4 L.7.6 Grade 8 RI.8.1 RI.6.4 SL.8.1-2 L.8.1 L.8.3-4 L.8.6	Grade 6 6.NSA.3 6.RP.3 Grade 7 7.RP.2 7.NS.3 Mathematical Practices 1- 2 4-7
	Geography 6.3. Geographic tools can be used to gather, process and report information about people, places and environments. Cartographers decide which information to include and how it is displayed. 6.5. Regions can be determined, classified and compared using various criteria. 6.7. Political, environmental, social and economic factors cause people, products and ideas to move from place to place 7.14. Trade routes connecting Africa, Europe and Asia fostered the spread of technology and major world religions. 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world. Economics 6.13. The fundamental questions of economics include what to produce, how to produce and for whom to produce. Geography 6.3. Globes and other geographic tools can be used to gather, process and report information. 7.13. Geographic factors promote or impede the movement of people, products and ideas. 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world. Economics 6.12. The choices people make have both present and future consequences 6.14. When regions and/or countries specialize, global trade occurs. 6.16. When selecting items to buy, individuals can compare the price and	Geography 6.3. Geographic tools can be used to gather, process and report information to include and how it is displayed. 6.5. Regions can be determined, classified and compared using various criteria. 6.7. Political, environmental, social and economic factors cause people, products and ideas to move from place to place 7.14. Trade routes connecting Africa, Europe and Asia fostered the spread of technology and major world religions. 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world. Economics 6.13. The fundamental questions of economics include what to produce, how to produce and for whom to produce. Geography 6.3. Globes and other geographic tools can be used to gather, process and report information. 7.13. Geographic factors promote or impede the movement of people, products and ideas. 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world. Economics 6.12. The choices people make have both present and future consequences 6.14. When regions and/or countries specialize, global trade occurs. 6.16. When selecting items to buy, individuals can compare the price and quality of available goods and services.



JA Global Marketplace

Session Details	Academic Standards	Common Core ELA	Common Core Math
Session Five: Trade Barriers Students explore the types of restrictions that governments place on international trade. They learn about tariffs, quotas, subsidies, and standards and how these barriers affect governments, businesses, and customers. Objectives: The students will be able to:: Identify examples of trade barriers Analyze the consequences of trade barriers on businesses, employees, and customers Explain why balance of trade matters to businesses, customers, and employees	Financial Literacy 2. Financial Responsibility involves lifelong decision-making strategies which include consideration of alternatives and consequences. Economics 6.12. The choices people make have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies. 8.26. Governments can impact markets by means of spending, regulations, taxes and trade barriers. Government 7.16. The ability to understand individual and group perspectives is essential to analyzing historic and contemporary issues.	Grade 6 RI.6.4 W.6.4 SL.6.1-2 L.6.1-6 Grade 7 RI.7. 4 W.7.4 SL.7.1-2 L.7.1-6 Grade 8 RI.8.4 W.8.4 SL.8.1-2 L.8.1-6	Mathematical Practices 2-3 6-7
Session Six: Currency Students explore the concept of international currencies. They learn about variable exchange rates, currency converters, and how to compare the prices of products from around the world. Objectives: The students will be able to: Define currency and exchange rate Recognize that different countries have different forms of currency Recognize that each currency has a different value, which is determined through a variable exchange rate	Economics 6.11. Economists compare data sets to draw conclusions about relationships among them. 6.15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used Economics 7.21. The growth of cities and empires fostered the growth of markets. Market exchanges encouraged specialization and the transition from barter to monetary economies.	Grade 6 RI.6.4 RI.6.7 SL.6.1-2 L.6.1 L.6.3-6 Grade 7 RI.7.4 SL.7.1-2 L.7.1 L.7.3-6 Grade 8 RI.8.4 SL.8.1-2 L.8.1 L.8.3-6	Grade 6 6.RP.3 6.EE.4 6.NS.3 Grade 7 7.RP.2 7.NS.3 Mathematical Practices 1-7



Session Seven: Global Workforce Students take on the role of international business owners reviewing the skills and experience of potential employees.	Geography 7.15. Improvements in transportation, communication and technology have facilitated cultural diffusion among peoples around the world.	Grade 6 RI.6.1,4,7 W.6.4 SL.6.1,2,4 L.6.1-6	NA
Objectives: The students will be able to: Describe how businesses are able to use modern technology and communication tools to locate highly qualified employees at the most advantageous wages	Financial Literacy 4. Income sources include job earnings and benefits, business earnings, saving and investment earnings, government payments, grants, inheritances, etc	Grade 7 RI.7.1,4 W.7.4 SL.7.1-2 L.7.1-6	
 Express specific steps that would need to be taken to obtain work in another country Recognize the value of a second language for future job opportunities 	Career Connections identify interests develop self-awareness determine personal motivations related to work and income	Grade 8 RI.8.1,4 W.8.4 SL.8.1-2 L.8.1-6	



JA It's My Business!

Session Details	Academic Standards	Common Core ELA	
Session One: Entrepreneurs Students learn about the relationship between entrepreneurs, their businesses, and the products and services they offer, and then take an entrepreneurial characteristics inventory to assess their own entrepreneurial skills and interests. Objectives: The students will be able to: Define entrepreneurship and social entrepreneurship Describe the relationship between a business and its products and service Identify entrepreneurial characteristics and recognize them, in varying degrees, in themselves	Financial Literacy 4. Income sources include job earnings and benefits, entrepreneurship, saving and investment earnings, government payments, grants, inheritances, etc. • Workers can experience dramatic income dips and spikes from month to month. • List and explain the different types of income, including earned and unearned. Career Connections • identify interests • develop self-awareness • determine personal motivations related to work and income	Grade 6 RI 6.4,7 SL.6.1-2 L.6.1-6 Grade 7 RI.7.4,7 SL.7.1-2 L.7.1-6 Grade 8 RI.8.4 SL.8.1-2 L.8.1-5	
Session Two: Market and Need Students are introduced to young entrepreneurs who have successfully met an identified market need, and then created a new product to meet the need. Students work in groups to brainstorm current needs within different product categories. Objectives: The students will be able to: Define market and need Explain the importance of identifying market and need when developing new product or service ideas	Financial Literacy 6.15. The interaction of supply and demand, influenced by competition, helps to determine price in a market. This interaction also determines the quantities of outputs produced and the quantities of productive resources (entrepreneurship, human resources, natural resources and capital) used	Grade 6 RI.6.1,4,7 SL.6.1,2,4 L.6.1-6 Grade 7 RI. 7.1,4,7 SL.7.1,2,4 L.7.1-6 Grade 8 RI.8.1,4 SL.8.1,2,4 L.8.1-5	
Session Three: Innovative Ideas Students learn about innovative idea generation, and examine cutting-edge products. Working in groups, students brainstorm their own product ideas and use graphic organizers to capture them. Objectives: The students will be able to: Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business Participate in creative idea generation, from brainstorming to defending and selecting an idea	Economics 6.13. The fundamental questions of economics include what to produce, how to produce and for whom to produce.	Grade 6 RI.6.1,4,7 SL.6.1,2,4 L.6.1-6 Grade 7 RI. 7.1,4,7 SL.7.1,2,4 L.7.1-6 Grade 8 RI.8.1,4 SL.8.1,2,4 L.8.1-5	



JA It's My Business!

Session Details	Academic Standards	Common Core ELA
Session Four: Testing the Market Students learn about the importance of obtaining market feedback about new product ideas. They will examine various survey question types and determine whether questions yield useful product feedback, and then practice developing survey questions in groups. Objectives: The students will be able to: Discuss the importance of market research in the product development process Describe multiple types of survey questions	Economics 6.16. When selecting items to buy, individuals can compare the price and quality of available goods and services	Grade 6 RI.6.1.4.7 W.6.4 SL.6.1-2 L.6.1-6 Grade 7 RI.7.1,4,7 W.7.4 SL.7.1-2 L.7.1-6 Grade 8 RI. 8.4 W.8.4 SL.8.1-2 L.8.1-5
Session Five: Design and Prototype Students learn about product design and the prototype process. Each student will create a product sketch to show the features and explain the purpose of his or her product. Objectives: The students will be able to: Represent a product idea and its features by using rough sketches and drawings Recognize sketches as an important first step in the prototype process	Economics 6.12. The choices people make have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies.	Grade 6 RI.6.4,7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6 Grade 7 RI.7.4,7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6 Grade 8 RI. 8.4 W.8.4 SL.8.1-2 SL.8.4-5 L. 8.1-5
Session Six: Seek Funding Students learn how to plan and deliver a pitch presentation with the intent of attracting potential investors. In a mock competition, groups will pitch their product idea to guest judge(s) who will award teams with ceremonial startup funds. Objectives: The students will be able to: Describe the elements that make a strong pitch presentation Work together to create and deliver a product pitch for potential funding	Financial Literacy 4. Income sources include job earnings and benefits, entrepreneurship, saving and investment earnings, government payments, grants, inheritances, etc. Workers can experience dramatic income dips and spikes from month to month.	Grade 6 RI,6.4,7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-4 Grade 7 RI.7.4,7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-4 Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5



JA It's My Future

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Session Details	Academic Standards	Common Core ELA	
Session One: My Brand Students learn that they have their own personal brand and that the brand they build today will reflect on them in the future. They examine well-known logos to learn how individuals and companies create their brands and build their reputations. They assess their personal characteristics to define their own brands and then develop logos to represent themselves. Objectives: The students will be able to: Describe the elements of a brand Recognize the ability of personal branding to build a positive reputation, for their personal life as well as for their future career Design a logo that expresses their personal brand	Career Connections identify interests develop self-awareness 	Grade 6 RI.6.4,7 SL.6.1-2 SL.6.4-5 L.6.1-6 Grade 7 RI.7.4 SL.7.1-2 SL.7.1-6 Grade 8 RI. 8.4 SL.8.1-2 SL.8.4-5 L.8.1-6	
Session Two: Career Paths and Clusters Students are introduced to the 16 career clusters and the pathways through them. They take a career interest survey and learn about potential jobs within their preferred clusters. They then share job information with other members of the class and discuss the importance of all jobs within a community. Objectives: The students will be able to: Define careers cluster. Identify jobs in specific career clusters to explore further Recognize the interconnectivity and value of all types of jobs	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability • Evaluate individual interests and skill sets to identify potential careers. • Explain how one can become more employable through training and education. Career Connections • identify interests • develop self-awareness • determine personal motivations related to work and income	Grade 6 RI.6.1,4,7 SL.6.1-2 SL.6.4-5 L.6.1-6 Grade 7 RI.7.1,4 SL.7.1-2 SL.7.4 L.7.1-6 Grade 8 RI.8.1,4 SL.8.1-2 SL.8.4 L.8.1-6	
Session Three: High-Growth Careers Students learn about the importance of being aware of which fields are growing and which are declining when making decisions about their own careers. They play a game that introduces information about high-growth job fields. Objectives: The students will be able to: Identify specific careers that are forecast to have high-growth rates Consider a variety of factors when selecting a career	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability • Identify how various training and education options in high school and beyond can further one's employability. Career Connections • identify interests • develop self-awareness • determine personal motivations related to work and income	Grade 6 RI.6.1 RI.6.4 RI.6.7 SL.6.1-2 L.6.1-6 Grade 7 RI.7.1 RI.7.4 SL.7.1-2 L.7.1-6 Grade 8 RI.8.1 RI.8.4 SL.8.1-2 L.8.1,3,4	



JA It's My Future

Session Details	Academic Standards	Common Core ELA
Session Four: Career Mapping Students learn how early experiences can build transferable skills that contribute to future job success. Students look at the lives of celebrities and their paths to success, focusing on early experiences. They learn about career maps by examining a sample and then creating their own. Objectives: The students will be able to: Identify jobs in specific career clusters that they would like to explore further Plan significant milestones they need to reach to earn a particular job	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability • Evaluate individual interests and skill sets to identify potential careers. • Explain how one can become more employable through training and education. Career Connections • identify interests • develop self-awareness • determine personal motivations related to work and income	Grade 6 RI.6.4,7 W.6.4 SL.6.1,2,4,5 L.6.1-6 Grade 7 RI.7.4 W.7.4 SL.7.1,2,4,5 L.7.1-6 Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.4-5 L.8.1-6
Session Five: On the Hunt Students are introduced to the basics of looking for, and applying and interviewing for a job. They play a game in which they must identify two truths and a myth about the job search process. They also learn the fundamentals of creating a resume and engage in simulation in which they identify appropriate skills for various jobs and decide upon the right section of a resume to highlight those skills. Objectives: The students will be able to: Recognize basic job-hunting techniques, including looking for a job, applying, interviewing, and listing references Recognize the importance of personal presentation and making a good impression, on paper and in person. Recognize the basic construction of a resume and skills that should be highlighted on a resume.	Career Connections • determine personal motivations related to work and income	Grade 6 RI.6.1 RI.6.4 RI.6.7 SL.6.1-2 SL.4 L.6.1-6 Grade 7 RI.7.1 RI. 7.4 SL.7.1-2 SL.7.4 L.7.1-4 Grade 8 RI.8.1 RI.8.4 SL.8.1-2 SL.8.4 L.8.1-4
Session Six: Soft Skills Students learn about the differences between technical and soft skills and why both are essential for keeping a job. Students will also complete a soft skills self-evaluation to determine which skills they already have and which they can work toward. Finally, they will role-play situations that require strong soft skills. Objectives: The students will be able to: Define and differentiate between technical skills and soft skills Identify specific soft skills they already possess and those they need to improve	Career Connections identify interests develop self-awareness determine personal motivations related to work and income	Grade 6 RI.6.1,4,7 SL.6.1,2,4 L.6.1-6 Grade 7 RI. 7.1,4,7 SL.7.1,2,4 L.7.1-6 Grade 8 RI.8.1,4 SL.8.1,2,4 L.8.1-5



JA Career Exploration Fair

Session Descriptions	Academic Standards	Career Connections Framework	Common Core ELA
Pre-Fair Session: What Sets You Apart? Students reflect on their abilities, interests, and values as they consider future career choices. Objectives: The students will: Define careers. Differentiate between abilities (skills) and values. Identify their personal characteristics.	Financial Literacy 2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.	Career exploration strategies are opportunities for students to discover work environments and understand the various aspects of the workplace. Include tools and instruments that help students understand and appreciate their strengths and interests. Determine personal motivations related to work and income	Reading for Informational Text RI 4 RI 7 Speaking and Listening SL 1 SL 2 Language L 3 L 4 L 6
The Day of the Fair Students will visit seven speakers from the community who will give brief presentations about their jobs, allowing time for students to ask questions. Objectives: The students will: Meet and interact with various business representatives. Identify the variety of careers people have in the community. Express how jobs require specific interests and skills. Integrate self-knowledge into career planning.	Financial Literacy 2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.	Students explore their career interests through embedded activities.	Reading for Informational Text RI 4 RI 7 Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Language L 3 L 4 L 6
Post-Fair Session Students reflect on their JA Career Exploration Fair experiences. Objectives: The students will:		Students start plans for their future with career information and postsecondary education data Determine personal motivations related to work and income	Reading for Informational Text RI 2 RI 4 RI 5 RI 7 Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Language L 3 L 4 L 6



JA Career Speaker Series

Session Descriptions	Academic Standards	Career Connections Framework	Common Core ELA
Session One: Before the Event Students research the visiting career speaker and his or her company, and prepare questions for the speaker event. Objectives: The students will:	Financial Literacy 2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.	Identify interests Develop self-awareness Determine personal motivations related to work and income	Reading for Informational Text RI 1 RI 4 RI 7 Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Language L 3 L 4 L 6
Session Two: During the Event Students learn about the guest speaker's job experiences and stories, ask questions, and take notes. Objectives: The students will be able to: Practice active listening skills. Equate job responsibilities with skills and interests	Financial Literacy 2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.	Students explore their career interests through embedded activities. Attend [Workplace] visits with career interviews	Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Language L 3 L 4
Session Three: After the Event Students reflect on what they learned during their preparation and the speaker event. Objectives: The students will be able to: Recognize Career Clusters	Financial Literacy 2. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability.	Identify interests Develop self-awareness Determine personal motivations related to work and income	Speaking and Listening SL 1 SL 2 Writing W 2 W 4 W 7 Language L 3 L 4 L 6



JA Excellence through Ethics

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Session Descriptions	Academic Standards	Career Connections Framework	Common Core ELA
Day of the Visit Students are introduced to the concept of ethics, participate in a demonstration of why ethics are important to discuss, examine their core values, and explore how we are all interdependent on the choices we each make. Objectives: The students will: Define ethics, ethical dilemma, values, core values, and interdependence. Articulate how one's core values affects one's choices. Articulate and identify the steps necessary to make ethical decisions. Recognize that individual ethics affect the greater community.	SS Economics 6.9. Different perspectives on a topic can be obtained from a variety of historic and contemporary sources and used to effectively communicate and defend a claim based on evidence. Sources should be examined for accuracy and credibility 7. 16. Analyzing individual and group perspectives is essential to understanding historic and contemporary issues. Opportunities for civic engagement exist for students to connect real-world issues and events to classroom learning. 8. 24. Choices made by individuals, businesses and governments have both present and future consequences.		Reading for Informational Text RI 1 RI 4 RI 7 Speaking and Listening SL 1 SL 2 SL 3 SL 4 Writing W 4 Language L 3 L 4 L 6
Reflection Activity Students will reflect and discuss what they've learning after interacting with the volunteer, a local business professional who articulated how and why professionals make ethical choices and decisions regarding relationships, the work environment, and life. Objectives: The students will: Apply key terms and concepts used in the volunteer-led activities. Use intentional, ethical decision-making skills to consider outcomes and consequences of choices. Self-examine to develop a personal awareness of values to begin to see the connection between their words and actions.	SS Economics 6.9. Different perspectives on a topic can be obtained from a variety of historic and contemporary sources and used to effectively communicate and defend a claim based on evidence. Sources should be examined for accuracy and credibility 7. 16. Analyzing individual and group perspectives is essential to understanding historic and contemporary issues. Opportunities for civic engagement exist for students to connect real-world issues and events to classroom learning.		Speaking and Listening SL 1 SL 2 SL 3 Language L 3 L 4 L 6



JA Inspire

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Session Descriptions	Academic Standards	Career Connections Framework	Common Core ELA
Session One: Career Planning Starts with You Through close examination of specific skills and career clusters, students learn the key factors to investigate career planning, skills, interests, work priorities, and job outlooks. Objectives: The students will be able to: Recognize career clusters that match their skills and interests. Assess their soft skills and identify need for improvement. Identify industries and jobs that offer opportunities.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability Evaluate individual interests and skill sets to identify potential careers. Explain how one can become more employable through training and education.	 Identify interests Develop self-awareness Determine personal motivations related to work and income 	Reading for Informational Text RI 1 RI 4 RI 7 Speaking and Listening SL 1 SL 2 Language L 3 L 4 L 6
Session Two: Making the Most of JA Inspire In this session, students refine a plan for the event. If possible, encourage students to spend additional time outside of class researching the participating companies. Objectives: The students will be able to: Identify companies that they want to learn more about at the JA Inspire event. Three is a good number. Prepare questions that they want to ask and practice asking them. Create an elevator pitch—a statement that explains why they are interested in a company or a job and what they have to offer, and helps to connect them with the company volunteers. Express their expectations of the upcoming event.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability • Evaluate individual interests and skill sets to identify potential careers. • Explain how one can become more employable through training and education.	 Identify interests Develop self-awareness Determine personal motivations related to work and income 	Speaking and Listening SL 1 SL 2 Writing W 4 W 7 W 8 Language L 3 L 4 L 6



JA Inspire

Session Descriptions	Academic Standards	Career Connections Framework	Common Core ELA
Session Three: JA Inspire Event During the JA Inspire expo, students participate in hands-on activities, often using equipment or tools used on a job. Objectives: The students will: Make connections with adults who have jobs in careers that interest them. See the connection between high school programming choices and careers. Collect information about the education required to be successful in a job. Practice soft skills.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability • Explain how one can become more employable through training and education.	Attend [Workplace] visits with career interviews Determine personal motivations related to work and income Students explore their career interests through embedded activities Career exploration strategies are opportunities for students to discover work environments and understand the various aspects of the workplace.	Reading for Informational Text RI 1 RI 4 RI 7 Speaking and Listening SL 1 SL 2 Language L 3 L 4 L 6
Session Four: Debrief and Next Steps Students reflect on what they have learned and identify next steps to further define their academic choices and career path. They also compose a thank you note to a chosen company. Objectives: The students will be able to: Evaluate personal goals and priorities based on their experience at the JA Inspire event. Identify next steps, including exploration of high school coursework and other research. Understand relevant business communication practices.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability • Evaluate individual interests and skill sets to identify potential careers. • Explain how one can become more employable through training and education.	Students start plans for their future with career information and postsecondary education data	Reading for Informational Text RI 1 RI 4 RI 7 Speaking and Listening SL 1 SL 2 Writing W 3 W 4 W 5 Language L 3 L 4 L 6



JA It's My Job (Soft Skills)

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Session Descriptions	Academic Standards	Career Connections Framework	Common Core ELA
Communicating About Yourself Students learn what their dress, speech, and listening skills communicate to others about them. Objectives: The students will be able to: Recognize the importance of manners as an element of professionalism. Identify language and style appropriate for the workplace.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability	Determine personal motivations related to work and income	Reading for Informational Text RI 1 RI 4 Speaking and Listening SL 1 SL 2 SL 4 SL 6 Writing W 4 Language L1 L 2 L 3 L 4 L 6
Applications and Resumes Students examine both document forms and begin to think about how to adapt their experiences, skills, and achievements into the applicable template to present themselves to a potential employer. Objectives: The students will be able to: Identify information necessary for a job application. Recognize key features and formatting of resumes. Use appropriate language for a resume.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability	Determine personal motivations related to work and income	Speaking and Listening SL 1 SL 2 Writing W 4 Language L1 L 2 L 3 L 4 L 6



JA It's My Job (Soft Skills)

Session Descriptions	Academic Standards	Career Connections Framework	Common Core ELA
Interviewing for a Job Students complete an activity and track their accomplishments in a "brag sheet." Additional activities are available in which students develop a personal profile that will help them succeed during an interview and practice mock interviews. Objectives: The students will be able to: Identify appropriate content for a personal brag sheet Adapt personal information to interview situations. Develop answers to common interview questions. Recognize appropriate professional dress and demeanor for a job	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability	NA	Speaking and Listening SL 1 SL 2 SL 4 SL 6 Writing W 4 Language L1 L 2 L 3 L 4 L 6
interview. Cell Phones in the Workplace Students develop an understanding of appropriate communication methods to ensure workplace success. Objectives: The students will be able to: Recognize and identify appropriate and inappropriate uses of cell phones in the workplace. Identify the effects of inappropriate usage of cell phones in the workplace. Adapt cell phone behavior and functions for professional uses. Recognize and apply appropriate texting style for communicating in the workplace.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability	Determine personal motivations related to work and income Discover work environments and understand the various aspects of the workplace.	Speaking and Listening SL 1 SL 2 SL 4 SL 5 SL 6 Language L1 L 3 L 4 L 6



JA It's My Job (Soft Skills)

Session Descriptions	Academic Standards	Career Connections Framework	Common Core ELA
Workplace Communication Students complete activities focused on appropriate tone and topics for the workplace and strategies for collaborating effectively. Objectives: The students will be able to: Identify and use an appropriate professional tone in workplace communication. Identify appropriate and inappropriate subjects for workplace discussion. Enable cooperative and productive group interactions. Communicate to solve problems collaboratively and respectfully.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability	Determine personal motivations related to work and income Discover work environments and understand the various aspects of the workplace	Speaking and Listening SL 1 SL 2 SL 4 SL 5 SL 6 Language L1 L 3 L 4 L 6
Workplace Writing Students practice writing concisely, clearly, and correctly, with appropriate workplace style. Objectives: The students will be able to: Use proper spelling, grammar, and punctuation in the workplace. List best practices for effective business writing. Use clear language and appropriate style for written communication in the workplace. Identify important ideas and express them clearly and concisely in writing.	Financial Literacy 3. Competencies (knowledge and skills), commitment (motivation and enthusiasm), competition (globalization and automation), training, work ethic, abilities and attitude are all factors impacting one's earning potential and employability	Determine personal motivations related to work and income Discover work environments and understand the various aspects of the workplace	Speaking and Listening SL 1 SL 2 SL 4 SL 6 Writing W 4 W5 W6 Language L1 L 2 L 3 L 4 L 6

