

JA Company Program – Blended

Session Details	MT Learning Standards	Common Core ELA	Literacy in History Social Studies
<p>Meeting One: Start a Business</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Identify what they will be doing in JA Company Program. ▪ Share important information about prior knowledge, beliefs, and attitudes. ▪ Build relationships with others in their group. ▪ Determine entrepreneurial traits and choose a business team. ▪ Explore potential ways to fund their venture. 	<p>Workplace Competencies</p> <p>6.1 Describe how skills developed in academic and occupational programs relate to life and career planning.</p> <p>6.2 Display workplace readiness skills (e.g., responsibility, sociability, self-management, job-seeking skills).</p> <p>6.3 Demonstrate decision-making and problem-solving skills.</p>	<p>Grades 9-10 RI.9-10.1-2 RI.9-10.4 W.9-10.6 SL.9-10.1-2 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.6 SL.11-12.1-2, SL.11-12.4 L.11-12.1-2 L.11-12.6</p>	
<p>Meeting Two: Fill a Need</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Collaborate as a group to decide on the product or service that the Company will sell. ▪ Narrow the list of potential business ideas by answering critical questions about each one. 	<p>Workplace Competencies</p> <p>1.1 Select goal-relevant activities, rank them, allocate time, and prepare and follow schedules.</p> <p>2.4 Practice and evaluate negotiating process including researching, goal setting, presenting, listening, clarifying, adjusting and compromising.</p>	<p>Grades 9-10 RI.9-10.1 RI.9-10.4 W.9-10.4 W.9-10.6-7 SL.9-10.1-2 SL.9-10.4-5 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.6 SL.11-12.1-2, SL.11-12.4 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.4 RH.6</p> <p>Grades 11-12 RH.1 RH.4 RH.6</p>
<p>Meeting Three: Vet the Venture</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Conduct research on top business ideas. ▪ Decide which product or service idea to move forward with. ▪ Submit the product idea for approval. 	<p>Career and Vocational/Technical Education</p> <p>2.2 Select, design, complete and evaluate a project.</p> <p>3.6 Utilize multiple communication methods to complete a class project.</p>	<p>Grades 9-10 RI.9-10.1 W.9-10.4 W.9-10.6-7 SL.9-10.1-3 L.9-10.1-2</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.4 W.11-12.6-7 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.4</p> <p>Grades 11-12 RH.1 RH.4</p>

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<p>Meeting Four: Create a Structure</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Form and select Business Teams. ▪ Collaborate in Business Teams to determine leadership, conduct research, and assign tasks in order to launch the business. ▪ Work individually or with other Company members to conduct research and complete tasks in order to launch the business. 	<p>Career and Vocational/Technical Education</p> <p>2.3 Manage multiple priorities and assess effectiveness of outcomes.</p> <p>Workplace Competencies</p> <p>1.2 Use or prepare budgets, make forecasts, keep records, make adjustments to meet objectives, and evaluate financial records.</p> <p>1.3 Allocate and evaluate time, materials, facilities and resources to set and achieve goals.</p> <p>1.4 Assess skills and distribute work accordingly, evaluate performance and provide feedback toward the accomplishment of personal and team goals.</p>	<p>Grades 9-10</p> <p>RI.9-10.1-2 W.9-10.2,4 W.9-10.6-7 SL.9-10.1-3 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12</p> <p>RI.11-12.1 RI.11-12.4 W.11-12.4 W.11-12.6-7 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 RH.2 RH.4 whST.2. whST.4 whST.5 whST.6</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 whST.2. whST.4 whST.5 whST.6</p>
<p>Meeting Five: Launch the Business</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Engage in business communication and implementation. ▪ Research business processes, and integrate information across all teams. ▪ Apply the concept of accountability to practices in the Company. ▪ Complete a business plan. 	<p>Career and Vocational/Technical Education</p> <p>5.2 Evaluate and/or components of a business plan.</p> <p>5.3 Demonstrate decision-making and problem-solving skills.</p> <p>5.4 Use acceptable industry standard equipment in a school setting.</p>	<p>Grades 9-10</p> <p>RI.9-10.1 W.9-10.2 W.9-10.4-7 SL.9-10.1-6 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12</p> <p>RI.11-12.1 RI.11-12.4 W.11-12.2-7 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 whST.2 whST.6</p> <p>Grades 11-12</p> <p>RH.1 whST.2 whST.6</p>
<p>Meeting Six through Eleven: Run the Business</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Practice business communication and implementation. ▪ Practice task prioritization. ▪ Practice follow-through. ▪ Submit important information. ▪ Practice problem solving 	<p>Career and Vocational/Technical Education</p> <p>3.6 Utilize multiple communication methods to complete a class project.</p> <p>4.1 Master the technical skills required for an entry level job or advanced training.</p> <p>4.2 Practice safe and appropriate use of technology.</p> <p>Workplace Competencies</p> <p>2.1 Practice various roles required as a member of an effective team while recognizing individual differences and cultural diversity.</p> <p>4.2 Practice and analyze principles of successful system management considering external factors and planning for uncontrolled variables (e.g., balance professional and personal lives).</p>	<p>Grades 9-10</p> <p>RI.9-10.1 W.9-10.4-7 SL.9-10.1-2 SL.9-10.4-6 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12</p> <p>RI.11-12.1 RI.11-12.4 W.11-12.2,4 W.11-12.5-6 SL.11-12.1-2 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 RH.2 RH.9</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.9</p>

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<p>Topic: Capitalization</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> Explore sources of capital. Consider which sources of capital might be used for the Company. Learn pitch ideas for building capital or obtaining funding. Present a pitch. 	<p>Workplace Competencies</p> <p>2.2 Demonstrate and teach a learned skill including performance evaluation of self and others in this process.</p> <p>2.3 Communicate ideas to justify position, persuade and convince others, and responsibly challenge existing procedures and policies.</p>	<p>Grades 9-10</p> <p>RI.9-10.1-2 RI.9-10.4 W.9-10.2 W.9-10.4-7 SL.9-10.1-6 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12</p> <p>RI.11-12.1 RI.11-12.4 W.11-12.2 W.11-12.4-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 RH.2 RH.4 whST.2 whST.4-9</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 whST.2 whST.4-9</p>
<p>Topic: Finance</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> Examine the most important financial elements of a startup. Practicing using the Business Finance Tool. 	<p>Career and Vocational/Technical Education</p> <p>2.1 Prepare and analyze financial plans, make forecasts, make adjustments to meet objectives, and evaluate financial records.</p> <p>Workplace Competencies</p> <p>4.1 Evaluate quality and performance of a variety of systems (e.g., impact of technology on production).</p> <p>4.3 Design, evaluate, and refine a system composed of subsystems (e.g., community service project, peer mediation, web page design).</p>	<p>Grades 9-10</p> <p>RI.9-10.1-2 RI.9-10.4 W.9-10.2 W.9-10.4-7 SL.9-10.1-6 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12</p> <p>RI.11-12.1 RI.11-12.4 W.11-12.2 W.11-12.4-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 RH.2 RH.4 whST.2 whST.4-6 whST.7-9</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 whST.2 whST.4-6 whST.7-9</p>
<p>Topic: Management and Leadership</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> Research how leaders make decisions. Investigate how leaders influence a company, beyond giving direction. Provide evidence of a leader's specific leadership style. Develop a TED-style talk on leadership. 	<p>Career and Vocational/Technical Education</p> <p>3.1 Assume a leadership role.</p> <p>3.2 Evaluate, compare and contrast positive personal and work ethics.</p> <p>3.4 Select methods to constructively build esteem in others as well as self.</p> <p>3.5 Respect differences and work well with individuals from diverse backgrounds and philosophies.</p>	<p>Grades 9-10</p> <p>RI.9-10.1-2 RI.9-10.4,8 SL.9-10.1-4 L.9-10.1-2</p> <p>Grades 11-12</p> <p>RI.11-12.1 RI.11-12.4 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 RH.2 RH.4 RH.8</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 RH.8</p>

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<p>Topic: Marketing</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Learn about the 4 P’s of marketing— Product, Place, Price, and Promotion—and how they are related. ▪ Explore marketing through a virtual job shadow and answer key questions that relate to the 4 P’s. 	<p>Workplace Competencies</p> <p>3.1 Gather, compile and analyze data from a variety of sources, and evaluate relevance and accuracy in making informed decisions in the workplace.</p> <p>3.3 Select, analyze, and present information using a variety of methods (e.g., oral, written, graphic, pictorial, multimedia).</p>	<p>Grades 9-10 RI.9-10.1,4 SL.9-10.1 L.9-10.1 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 W.11-12.6-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.3 RH.4 RH.9</p> <p>Grades 11-12 RH.1 RH.3 RH.4 RH.9</p>
<p>Topic: Sales</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Understand tips for sales success. ▪ Create a video blog entry about a product or service to practice these tips. 	<p>Workplace Competencies</p> <p>2.5 Practice and evaluate positive service skills (e.g., resolving misunderstandings, consumer complaints).</p> <p>3.2 Organize, process, analyze, and maintain written and computerized records and other forms of information using systematic methods.</p>	<p>Grades 9-10 RI.9-10.1 RI.9-10.4 W.9-10.4-5 SL.9-10.1 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 W.11-12.4 SL.11-12.1 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.4 rhST.4-6</p> <p>Grades 11-12 RH.1 RH.4 rhST.4-6</p>
<p>Topic: Supply Chain</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Explore the interconnected links in a supply chain. ▪ Define standards for communicating about production. ▪ Apply the concept of quality control to practices in the Company. 	<p>Career and Vocational/Technical Education</p> <p>2.4 Evaluate the use of physical resources.</p> <p>3.4 Acquire, organize, communicate, process, analyze and evaluate information from print and electronic sources.</p>	<p>Grades 9-10 RI.9-10.1,4 W.9-10.2 W.9-10.4 SL.9-10.1-4 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1,4 W.11-12.2,4 SL.11-12.1 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	

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<p>Meeting Twelve: Liquidate the Company</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Explain and follow the liquidation process. ▪ Complete business closing and liquidation tasks, including recordkeeping. ▪ Create an annual report. 	<p>Workplace Competencies</p> <p>5.1 Choose procedures and technology to complete a task.</p> <p>5.2 Create new knowledge by evaluating, combining, and extending information using multiple technologies.</p> <p>5.3 Prevent or identify and solve problems using technology.</p>	<p>Grades 9-10 RI.9-10.1 RI.9-10.4 W.9-10.2 W.9-10.4 SL.9-10.1-4 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2,4 SL.11-12.1 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.2 RH.4 whST.2-4</p> <p>Grades 11-12 RH.1 RH.2 RH.4 whST.2-4</p>
<p>Meeting Thirteen: Create a Personal Action Plan</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Understand the importance of networking. ▪ Complete a personal action plan. ▪ Explore potential career options. 	<p>Career and Vocational/Technical Education</p> <p>1.1 Develop, evaluate, and modify personal career plans.</p> <p>1.2 Experience an internship, job shadow or work experience related to their career plan.</p> <p>Workplace Competencies</p> <p>6.4 Describe and evaluate life and career choices and the effect on family and lifestyle.</p> <p>6.6 Develop, evaluate, and adjust life and career plans.</p>	<p>Grades 9-10 RI.9-10.1 RI.9-10.4 W.9-10.2 W.9-10.4-7 SL.9-10.1-3 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2,4 W.11-12.4-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.2 RH.4 whST.2-6</p> <p>Grades 11-12 RH.1 RH.2 RH.4 whST.2-6</p>