A Correlation: NEW YORK Academic Standards and Junior Achievement Middle School Programs

Updated December 2020
New York Standards for Social Studies
Financial and Consumer Literacy
Career Development
Common Core State Standards Included

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 New York Social Studies Standards, standards for Financial and Consumer Literacy, and Career Development, as well as the Common Core State Standards in English/Language Arts 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

*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.

*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.

*JA It’s My Business®* 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.

*JA It’s My Future®* 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.

*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: high school, college, and careers beyond. (Grades 6-8)

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

*JA Career Speakers Series™* 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)

*JA Excellence through Ethics™* 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)

*JA It’s My Job™* (Soft Skills) will help students understand the value of professional communication and soft skills, making them more employable to future employers across multiple career clusters. (Grades 6-12)
## JA Economics for Success

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>NY Social Studies Standards</th>
<th>Other Standards</th>
<th>Common Core ELA</th>
<th>Common Core Math</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session One: Mirror, Mirror</strong></td>
<td>NA</td>
<td>Financial and Consumer Literacy 1. Earning Income</td>
<td>Grade 6 RI.6.2,4,7 SL.6.1-2 L.6.1,3,4</td>
<td>Grade 6 6.NS..3 6.NS.C.5</td>
</tr>
<tr>
<td>Students make choices to better understand the concept of self-knowledge as they consider education, careers, and other life choices. <strong>Objectives:</strong></td>
<td></td>
<td>Career Development 1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. 3a.3 Personal qualities generally include competence in self-management and the ability to plan, organize, and take independent action.</td>
<td>Grade 7 RI.7.2,4 SL.7.1.2 L.7.1.3,4</td>
<td></td>
</tr>
<tr>
<td>The students will:  • Use personal reflection to explain self-knowledge  • Apply their skills, interests, and values to help determine a potential career path</td>
<td></td>
<td></td>
<td>Grade 8 RI.8.2.4 SL.8.1 L.8.1,3,4</td>
<td></td>
</tr>
<tr>
<td><strong>Session Two: Be a Success</strong></td>
<td>Grade 6 F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.</td>
<td>Financial and Consumer Literacy 2. Saving, Investing and Sharing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>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. <strong>Objectives:</strong></td>
<td>Grade 7 F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td>Career Development 2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The students will:  • Identify the connection between goal-setting, personal finance, education, and career choices  • Apply decision making to education and career choices</td>
<td>Grade 8 F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements,</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# JA Economics for Success

## Session Descriptions

<table>
<thead>
<tr>
<th>Session Three: Keeping Your Balance</th>
<th>NY Social Studies Standards</th>
<th>Other Standards</th>
<th>Common Core ELA</th>
<th>Common Core Math</th>
</tr>
</thead>
<tbody>
<tr>
<td>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.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The students will:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Recognize that a balanced budget is important for all workers</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Define the term income and differentiate between gross and net income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Name ways to balance a budget</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grade 6</td>
<td>Financial and Consumer Literacy</td>
<td>Grade 6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.</td>
<td>1. Earning Income</td>
<td>RI.6.4,7</td>
<td>6.NS.B.3</td>
<td></td>
</tr>
<tr>
<td>Grade 7</td>
<td>Career Development</td>
<td>SL.6.1</td>
<td>6.NS.C.5</td>
<td></td>
</tr>
<tr>
<td>F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td>2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.</td>
<td>RI.7.4</td>
<td>Grade 7</td>
<td></td>
</tr>
<tr>
<td>Grade 8</td>
<td>3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions.</td>
<td>SL.7.1</td>
<td>7.RP.A.3</td>
<td></td>
</tr>
<tr>
<td>F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements.</td>
<td></td>
<td>L.7.1,3,4</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Grade 8</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>RI.8.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>SL.8.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.8.1,3,4</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Session Descriptions

### 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**
- F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.

**Grade 7**
- F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.

**Grade 8**
- F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements.

**Financial and Consumer Literacy**
4. Buying Goods and Services

**Career Development**
2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.
3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions.

### 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**
- F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.

**Grade 7**
- F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.

**Grade 8**
- F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements.

**Financial and Consumer Literacy**
5. Payment Options and Credit

**Career Development**
2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.
3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.
### 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

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>NY Social Studies Standards</th>
<th>Other Standards</th>
<th>Common Core ELA</th>
<th>Common Core Math</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Grade 6</strong></td>
<td>F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.</td>
<td><strong>Financial and Consumer Literacy</strong></td>
<td><strong>Grade 6</strong> SL.6.1 L.6.1,3,4</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>3. Protecting and Insuring</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Career Development</strong></td>
<td>2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. 3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.</td>
<td><strong>Grade 7</strong> SL.7.1 L.7.1,3,4</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Grade 8</strong> SL.8.1 L.8.1,3,4</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Session One: Business and Customer

Students learn about the relationship between businesses, their customers, and the mutually beneficial exchange of products and services.

**Objectives:**

- 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)

**Grade 6 Objectives:**

- **F.1** Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.

**Grade 7 Objectives:**

- **F.1** Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.

### 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.

**Objectives:**

- 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

**Grade 6 Objectives:**

- **F.9** Develop an understanding of an interdependent global community by developing awareness and/or engaging in the political process as it relates to a global context.

**Grade 7 Objectives:**

- **D.5** Characterize and analyze changing interconnections between places and regions.

**Grade 8 Objectives:**

- **D.5** Characterize and analyze changing interconnections between places and regions.

## NY Social Studies Standards

<table>
<thead>
<tr>
<th>Grade</th>
<th>Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>F.1</td>
</tr>
<tr>
<td>7</td>
<td>F.1</td>
</tr>
<tr>
<td>8</td>
<td>F.1</td>
</tr>
</tbody>
</table>

## Other Standards

### Financial and Consumer Literacy

- **4. Buying Goods and Services**

### Career Development

- **3a.4** Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.
- **3a.7** Using resources includes the application of financial and human factors, and the elements of time and materials to successfully carry out a planned activity.
- **3a.8** Systems skills include the understanding of and ability to work within natural and constructed systems.

### Common Core

<table>
<thead>
<tr>
<th>Grade</th>
<th>Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>RI.7.4, W.7.4, SL.7.1-2, L.7.1-6</td>
</tr>
<tr>
<td>8</td>
<td>RI.8.4, W.4, SL.8.1-2, L.8.1-6</td>
</tr>
</tbody>
</table>
### Session Three: Global Trade

**Students** learn that businesses trade in order to obtain products and services that customers want or need. Students will learn about imports and exports, examine the ways technology has improved international trade, and participate in a global trade game.

**Objectives:**

- Identify reasons why countries trade
- Demonstrate that countries benefit more from trade than from trying to meet all their own needs
- Apply key terms related to trade

Describe how improvements in technology can influence international trade

<table>
<thead>
<tr>
<th>NY Social Studies Standards</th>
<th>Other Standards</th>
<th>Common Core</th>
</tr>
</thead>
<tbody>
<tr>
<td>F.9 Develop an understanding of an interdependent global community by developing awareness and/or engaging in the political process as it relates to a global context.</td>
<td><strong>Career Development</strong> 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations. 3a.7 Using resources includes the application of financial and human factors, and the elements of time and materials to successfully carry out a planned activity. 3a.8 Systems skills include the understanding of and ability to work within natural and constructed systems.</td>
<td>Grade 7 RI.7.4 W.7.4 SL.7.1-2 SL.7.4 L.7.1-6</td>
</tr>
<tr>
<td>Grade 7</td>
<td>D.5 Characterize and analyze changing interconnections between places and regions.</td>
<td>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4 L.8.1-4 L.8.6</td>
</tr>
<tr>
<td>D.5 Characterize and analyze changing interconnections between places and regions.</td>
<td><strong>Financial and Consumer Literacy</strong> 4. Buying Goods and Services</td>
<td><strong>ELA</strong> Grade 6 RI.6.1,4,7 SL.6.1-2 L.6.1,3,4,6</td>
</tr>
</tbody>
</table>

### Session Four: Why Countries Specialize

**Students** learn that businesses in different countries specialize by focusing their efforts on specific resources or producing smaller parts of a product.

**Objectives:**

- Define specialization
- Analyze examples of international trade to explain why modern countries cannot provide for all of their wants and needs
- Show how events and decisions in one country have a causal relationship with, and produce an effect on, customers in another country

<table>
<thead>
<tr>
<th>NY Social Studies Standards</th>
<th>Other Standards</th>
<th>Common Core</th>
</tr>
</thead>
<tbody>
<tr>
<td>F.9 Develop an understanding of an interdependent global community by developing awareness and/or engaging in the political process as it relates to a global context.</td>
<td><strong>Career Development</strong> 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations. 3a.7 Using resources includes the application of financial and human factors, and the elements of time and materials to successfully carry out a planned activity. 3a.8 Systems skills include the understanding of and ability to work within natural and constructed systems.</td>
<td>Grade 7 RI.7.1,4 SL.7.1-2 L.7.1,3,4,6</td>
</tr>
<tr>
<td>Grade 7</td>
<td>D.5 Characterize and analyze changing interconnections between places and regions.</td>
<td>Grade 8 RI.8.1,4 SL.8.1-2 L.8.1,3,4,6</td>
</tr>
<tr>
<td>Grade 8</td>
<td>D.5 Characterize and analyze changing interconnections between places and regions.</td>
<td><strong>MATH</strong> 6.NSA.3 6.RP.3 7.RP.2 7.NS.3 <strong>Mathematical Practices</strong> 1-2</td>
</tr>
</tbody>
</table>
### 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

  **Grade 6**
  - F.9 Develop an understanding of an interdependent global community by developing awareness and/or engaging in the political process as it relates to a global context.

  **Grade 7**
  - D.5 Characterize and analyze changing interconnections between places and regions.

  **Grade 8**
  - D.5. Characterize and analyze changing interconnections between places and regions.

**Financial and Consumer Literacy**
- 4. Buying Goods and Services

**Career Development**
- 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.

**Common Core**
- ELA
  - **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

### 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

  **Grade 6**
  - F.9 Develop an understanding of an interdependent global community by developing awareness and/or engaging in the political process as it relates to a global context.

  **Grade 7**
  - D.5 Characterize and analyze changing interconnections between places and regions.

  **Grade 8**
  - D.5. Characterize and analyze changing interconnections between places and regions.

**Financial and Consumer Literacy**
- 5. Payment Options and Credit

**Career Development**
- 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.

**Common Core**
- ELA
  - **Grade 6**
    - RI.6.4
    - 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
**Session Details**

**Session Seven: Global Workforce**

Students take on the role of international business owners reviewing the skills and experience of potential employees.

**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
- 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

<table>
<thead>
<tr>
<th>Grade 6</th>
<th>F.9 Develop an understanding of an interdependent global community by developing awareness and/or engaging in the political process as it relates to a global context.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grade 7</td>
<td>D.5 Characterize and analyze changing interconnections between places and regions.</td>
</tr>
<tr>
<td>Grade 8</td>
<td>D.5 Characterize and analyze changing interconnections between places and regions.</td>
</tr>
</tbody>
</table>

**NY Social Studies Standards**

<table>
<thead>
<tr>
<th>Financial and Consumer Literacy</th>
<th>6. Careers in Financial and Consumer Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Career Development</td>
<td></td>
</tr>
<tr>
<td>3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.</td>
<td></td>
</tr>
<tr>
<td>3a.7 Using resources includes the application of financial and human factors, and the elements of time and materials to successfully carry out a planned activity.</td>
<td></td>
</tr>
<tr>
<td>3a.8 Systems skills include the understanding of and ability to work within natural and constructed systems.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Common Core</th>
<th>Grade 6</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>RI.6.1</td>
</tr>
<tr>
<td></td>
<td>RI.6.4</td>
</tr>
<tr>
<td></td>
<td>RI.6.7</td>
</tr>
<tr>
<td></td>
<td>W.6.4</td>
</tr>
<tr>
<td></td>
<td>SL.6.1-2</td>
</tr>
<tr>
<td></td>
<td>SL.6.4</td>
</tr>
<tr>
<td></td>
<td>L.6.1-6</td>
</tr>
<tr>
<td>Grade 7</td>
<td>RI.7.1</td>
</tr>
<tr>
<td></td>
<td>RI.7.4</td>
</tr>
<tr>
<td></td>
<td>W.7.4</td>
</tr>
<tr>
<td></td>
<td>SL.7.1-2</td>
</tr>
<tr>
<td></td>
<td>L.7.1-6</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Common Core</th>
<th>Grade 8</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>RI.8.1.4</td>
</tr>
<tr>
<td></td>
<td>W.8.4</td>
</tr>
<tr>
<td></td>
<td>SL.8.1-2</td>
</tr>
<tr>
<td></td>
<td>L.8.1-6</td>
</tr>
<tr>
<td>Session Details</td>
<td>NY Social Studies Standards</td>
</tr>
<tr>
<td>-----------------</td>
<td>-----------------------------</td>
</tr>
</tbody>
</table>
| **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. | **Objective:**  
- 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  

**Grade 6**  
E.2 Examine the role that various types of resources (human capital, physical capital, and natural resources) have in providing goods and services.  

**Grade 7**  
E.1 Explain how economic decisions affect the well-being of individuals, businesses, and society; evaluate alternative approaches or solutions to economic issues in terms of benefits and costs for different groups of people.  

**Grade 8**  
Explain how economic decisions affect the well-being of individuals, businesses, and society; evaluate alternative approaches or solutions to economic issues in terms of benefits and costs for different groups of people. | **Financial and Consumer Literacy**  
6. Careers in Financial and Consumer Services  
**Career Development**  
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.  
2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. | **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.  

**Objective:**  
- Define market and need  
- Explain the importance of identifying market and need when developing new product or service ideas  

**Grade 6**  
E.2 Examine the role that various types of resources (human capital, physical capital, and natural resources) have in providing goods and services.  

**Grade 7**  
E.1 Explain how economic decisions affect the well-being of individuals, businesses, and society; evaluate alternative approaches or solutions to economic issues in terms of benefits and costs for different groups of people.  

**Grade 8**  
Explain how economic decisions affect the well-being of individuals, businesses, and society; evaluate alternative approaches or solutions to economic issues in terms of benefits and costs for different groups of people. | **Financial and Consumer Literacy**  
4. Buying Goods and Services  
**Career Development**  
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.  
2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. | **Grade 6**  
RI 6.1, 4, 7  
SL 6.1-2  
L.6.1-6  
**Grade 7**  
RI 7.1, 4, 7  
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.8.1-5 |
### Session Three: Innovative Ideas

**Objectives:**

- The students will be able to:
  - Demonstrate respect for the rights of others in discussion and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.
  - Participate in creative idea generation, from brainstorming to defending and selecting an idea.

### Session Four: Testing the Market

**Objectives:**

- Discuss the importance of market research in the product development process.
- Describe multiple types of survey questions.
- Consider alternate views in discussion.
- Demonstrate respect for the rights of others in discussion and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.

---

<table>
<thead>
<tr>
<th>Session Details</th>
<th>NY Social Studies Standards</th>
<th>Other Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session Three: Innovative Ideas</strong>&lt;br&gt;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.</td>
<td>Grade 6&lt;br&gt;F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.</td>
<td><strong>Financial and Consumer Literacy</strong>&lt;br&gt;6. Careers in Financial and Consumer Services</td>
<td>Grade 6&lt;br&gt;RI.6.1&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7&lt;br&gt;SL.6.1-2&lt;br&gt;SL.4-5&lt;br&gt;L.6.1-6</td>
</tr>
<tr>
<td><strong>Objectives:</strong>&lt;br&gt;The students will be able to:&lt;br&gt;- Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business&lt;br&gt;- Participate in creative idea generation, from brainstorming to defending and selecting an idea</td>
<td>Grade 7&lt;br&gt;F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td><strong>Career Development</strong>&lt;br&gt;2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.&lt;br&gt;3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.</td>
<td>Grade 7&lt;br&gt;RI.7.1&lt;br&gt;RI.7.4&lt;br&gt;RI.7.7&lt;br&gt;SL.7.1-2&lt;br&gt;SL.7.4-5&lt;br&gt;L.7.1-6</td>
</tr>
<tr>
<td><strong>Session Four: Testing the Market</strong>&lt;br&gt;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.</td>
<td>Grade 6&lt;br&gt;F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.</td>
<td><strong>Financial and Consumer Literacy</strong>&lt;br&gt;4. Buying Goods and Services</td>
<td>Grade 6&lt;br&gt;RI.6.1&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7&lt;br&gt;W.6.4&lt;br&gt;SL.6.1-2&lt;br&gt;L.6.1-6</td>
</tr>
<tr>
<td><strong>Objectives:</strong>&lt;br&gt;The students will be able to:&lt;br&gt;- Discuss the importance of market research in the product development process&lt;br&gt;- Describe multiple types of survey questions&lt;br&gt;- Consider alternate views in discussion&lt;br&gt;- Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td>Grade 7&lt;br&gt;F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements.</td>
<td><strong>Career Development</strong>&lt;br&gt;2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.&lt;br&gt;3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.</td>
<td>Grade 7&lt;br&gt;RI.7.1&lt;br&gt;RI.7.4&lt;br&gt;RI.7.7&lt;br&gt;W.7.4&lt;br&gt;SL.7.1-2&lt;br&gt;L.7.1-6</td>
</tr>
<tr>
<td><strong>Grade 8</strong>&lt;br&gt;RI.8.1&lt;br&gt;RI.8.4&lt;br&gt;SL.8.1-2&lt;br&gt;SL.8.4-5&lt;br&gt;L.8.1-5</td>
<td><strong>Grade 8</strong>&lt;br&gt;RI.8.1&lt;br&gt;RI.8.4&lt;br&gt;SL.8.1-2&lt;br&gt;SL.8.4-5&lt;br&gt;L.8.1-5</td>
<td><strong>Grade 8</strong>&lt;br&gt;RI.8.1&lt;br&gt;RI.8.4&lt;br&gt;SL.8.1-2&lt;br&gt;SL.8.4-5&lt;br&gt;L.8.1-5</td>
<td></td>
</tr>
</tbody>
</table>

© Junior Achievement USA®
<table>
<thead>
<tr>
<th>Session Details</th>
<th>NY Social Studies Standards</th>
<th>Other Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session Five: Design and Prototype</strong></td>
<td>Grade 6 F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.</td>
<td>Financial and Consumer Literacy 6. Careers in Financial and Consumer Services</td>
<td>Grade 6 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6</td>
</tr>
<tr>
<td></td>
<td>Grade 7 F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td>Career Development 2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. 3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.</td>
<td>Grade 7 RI.7.4 RI.7.7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</td>
</tr>
<tr>
<td></td>
<td>Grade 8 F.1 Demonstrate respect for the rights of others in discussion and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements.</td>
<td></td>
<td>Grade 8 RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</td>
</tr>
<tr>
<td><strong>Session Six: Seek Funding</strong></td>
<td></td>
<td>Financial and Consumer Literacy 6. Careers in Financial and Consumer Services</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Grade 6 F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.</td>
<td>Career Development 2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. 3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Grade 7 F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Grade 8 F.1 Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### 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

### 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

### NY Social Studies Standards

<table>
<thead>
<tr>
<th>Grade 6</th>
<th>Grade 7</th>
<th>Grade 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>RL.6.4</td>
<td>SL.6.1-2</td>
<td>SL.8.1-2</td>
</tr>
<tr>
<td>RL.6.7</td>
<td>SL.6.4-5</td>
<td>SL.8.4</td>
</tr>
<tr>
<td>L.6.1-6</td>
<td>L.7.1-6</td>
<td>L.8.1-6</td>
</tr>
</tbody>
</table>
### Session Details

#### 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:**
- Identify specific careers that are forecast to have high-growth rates
- Consider a variety of factors when selecting a career

<table>
<thead>
<tr>
<th>Grade 7</th>
<th>Grade 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>E.1 Explain how economic decisions affect the well-being of individuals, businesses, and society; evaluate alternative approaches or solutions to economic issues in terms of benefits and costs for different groups of people.</td>
<td>E.1 Explain how economic decisions affect the well-being of individuals, businesses, and society; evaluate alternative approaches or solutions to economic issues in terms of benefits and costs for different groups of people.</td>
</tr>
</tbody>
</table>

#### 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:**
- 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

<table>
<thead>
<tr>
<th>Grade 6</th>
<th>Grade 7</th>
<th>Grade 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion.</td>
<td>F.1 Demonstrate respect for the rights of others in discussion and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td>F.1 Demonstrate respect for the rights of others in discussion and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grade 6 RL.6.4, 6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6</td>
</tr>
<tr>
<td>Grade 7 RL.7.4 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</td>
</tr>
<tr>
<td>Grade 8 RL.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-6</td>
</tr>
</tbody>
</table>
### 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.

### 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

---

<table>
<thead>
<tr>
<th>Session Details</th>
<th>NY Social Studies Standards</th>
<th>Other Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
</table>
| **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. | NA | Financial and Consumer Literacy
1. Earning Income

**Career Development**
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.
2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.
3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.
3a.7 Using resources includes the application of financial and human factors, and the elements of time and materials to successfully carry out a planned activity. | Grade 6 RI.6.1
RI.6.4
RI.6.7
SL.6.1-2
SL.4
L.6.1-6 |
| | | Financial and Consumer Literacy
1. Earning Income

**Career Development**
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. | Grade 6 RI.6.4,7
SL.6.1-2
SL.6.4-5
L.6.1-6 |
| | | Financial and Consumer Literacy
1. Earning Income

**Career Development**
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. | Grade 7 RI.7.1
RI.7.4
SL.7.1-2
SL.7.4
L.7.1-4 |
| | | Financial and Consumer Literacy
1. Earning Income

**Career Development**
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. | Grade 8 RI.8.1
RI.8.4
SL.8.1-2
SL.8.4
L.8.1-4 |
# JA Career Exploration Fair

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Academic Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
</table>
| **Pre-Fair Session: What Sets You Apart?**  
Students reflect on their abilities, interests, and values as they consider future career choices. | Financial and Consumer Literacy  
1. Earning Income | Reading for Informational Text  
RI 4  
RI 7  
Speaking and Listening  
SL 1  
SL 2  
Language  
L 3  
L 4  
L 6 |
| **Objectives:**  
The students will:  
• Define careers.  
• Differentiate between abilities (skills) and values.  
• Identify their personal characteristics. | Career Development  
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. | |
| **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. | Financial and Consumer Literacy  
1. Earning Income | 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 |
| **Objectives:**  
The students will:  
• Complete one pre-fair activity (teacher-led) (optional).  
• Express how jobs require specific interests and skills.  
• Complete one post-fair activity (teacher-led) (optional).  
• Complete a student evaluation, if requested. | Career Development  
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.  
3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations. | |
| **Post-Fair Session**  
Students reflect on their JA Career Exploration Fair experiences. | Financial and Consumer Literacy  
1. Earning 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 |
| **Objectives:**  
The students will:  
• Identify a future career goal.  
• Create a personal action plan. | Career Development  
1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. | |
<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Academic Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session One: Before the Event</strong></td>
<td>Financial and Consumer Literacy 1. Earning Income</td>
<td>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</td>
</tr>
<tr>
<td>Students research the visiting career speaker and his or her company, and prepare questions for the speaker event.</td>
<td>Career Development 1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.</td>
<td></td>
</tr>
<tr>
<td><strong>Objectives:</strong> The students will:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Identify skills and interests.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Recognize Career Clusters</td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Recall future high-demand occupations</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Session Two: During the Event</strong></td>
<td>Financial and Consumer Literacy 1. Earning Income</td>
<td>Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Language L 3 L 4 L 6</td>
</tr>
<tr>
<td>Students learn about the guest speaker’s job experiences and stories, ask questions, and take notes.</td>
<td>Career Development 1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.</td>
<td></td>
</tr>
<tr>
<td><strong>Objectives:</strong> The students will be able to:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Practice active listening skills.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Equate job responsibilities with skills and interests</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Session Three: After the Event</strong></td>
<td>Financial and Consumer Literacy 1. Earning Income</td>
<td>Speaking and Listening SL 1 SL 2 Writing W 2 W 4 W 7 Language L 3 L 4 L 6</td>
</tr>
<tr>
<td>Students reflect on what they learned during their preparation and the speaker event.</td>
<td>Career Development 1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.</td>
<td></td>
</tr>
<tr>
<td><strong>Objectives:</strong> The students will be able to:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Recognize Career Clusters</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# JA Excellence through Ethics

## Session Descriptions

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Academic Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Day of the Visit</strong></td>
<td><strong>Financial and Consumer Literacy</strong></td>
<td><strong>Reading for Informational Text</strong></td>
</tr>
<tr>
<td>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.</td>
<td>1. Earning Income</td>
<td>RI 1</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td><strong>Career Development</strong></td>
<td><strong>Speaking and Listening</strong></td>
</tr>
<tr>
<td>The students will:</td>
<td>1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.</td>
<td>SL 1</td>
</tr>
<tr>
<td>• Define ethics, ethical dilemma, values, core values, and interdependence.</td>
<td>2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.</td>
<td>SL 2</td>
</tr>
<tr>
<td>• Articulate how one's core values affects one's choices.</td>
<td>3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions.</td>
<td>SL 3</td>
</tr>
<tr>
<td>• Articulate and identify the steps necessary to make ethical decisions.</td>
<td>3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.</td>
<td>SL 4</td>
</tr>
<tr>
<td>• Recognize that individual ethics affect the greater community.</td>
<td>3a.3 Personal qualities generally include competence in self-management and the ability to plan, organize, and take independent action.</td>
<td><strong>Writing</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>W 4</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Language</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L 3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>L 4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>L 6</td>
</tr>
</tbody>
</table>

## 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.

### Financial and Consumer Literacy

1. Earning Income

### Career Development

1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.

2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.

3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions.

3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.

3a.3 Personal qualities generally include competence in self-management and the ability to plan, organize, and take independent action.
**JA Inspire**

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Social Studies Standards</th>
<th>Other Academic Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session One: Career Planning Starts with You</strong></td>
<td>NA</td>
<td>Financial and Consumer Literacy</td>
<td>Reading for Informational Text RI 1 RI 4 RI 7</td>
</tr>
<tr>
<td>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.</td>
<td></td>
<td>Career Development</td>
<td>Speaking and Listening SL 1 SL 2 Language L 3 L 4 L 6</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td></td>
<td>1. Earning Income</td>
<td></td>
</tr>
<tr>
<td>The students will be able to:</td>
<td></td>
<td>Career Development</td>
<td></td>
</tr>
<tr>
<td>▪ Recognize career clusters that match their skills and interests.</td>
<td></td>
<td>1. Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals.</td>
<td></td>
</tr>
<tr>
<td>▪ Assess their soft skills and identify need for improvement.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Identify industries and jobs that offer opportunities.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Session Two: Making the Most of JA Inspire</strong></td>
<td>Grade 7 E.1 Explain how economic decisions affect the well-being of individuals, businesses, and society; evaluate alternative approaches or solutions to economic issues in terms of benefits and costs for different groups of people.</td>
<td>Financial and Consumer Literacy 1. Earning Income</td>
<td>Speaking and Listening SL 1 SL 2 Writing W 4 W 7 W 8 Language L 3 L 4 L 6</td>
</tr>
<tr>
<td>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.</td>
<td>Grade 8 E.1 Explain how economic decisions affect the well-being of individuals, businesses, and society; evaluate alternative approaches or solutions to economic issues in terms of benefits and costs for different groups of people.</td>
<td><strong>Career Development</strong> 1. Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. 2. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. 3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions. 3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.</td>
<td></td>
</tr>
</tbody>
</table>
### 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:**
- 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.

### 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.

---

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Social Studies Standards</th>
<th>Other Academic Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Session Three: JA Inspire Event</strong></td>
<td>Grade 6 F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion. Grade 7 F.1 1. Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td><strong>Financial and Consumer Literacy</strong> 1. Earning Income <strong>Career Development</strong> 1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.</td>
<td>Reading for Informational Text RI 1 RI 4 RI 7 Speaking and Listening SL 1 SL 2 Language L 3 L 4 L 6</td>
</tr>
<tr>
<td><strong>Session Four: Debrief and Next Steps</strong></td>
<td>Grade 6 F.1 Demonstrate respect for the rights of others in discussion and classroom debates, regardless of whether one agrees with the other viewpoint. Consider alternate views in discussion. Grade 7 F.1 1. Demonstrate respect for the rights of others in discussions and classroom debates; respectfully disagree with other viewpoints. Use techniques and strategies to be an active and engaged member of class discussions of fellow classmates’ views and statements, with teacher support.</td>
<td><strong>Financial and Consumer Literacy</strong> 1. Earning Income <strong>Career Development</strong> 1.1 Students will learn about the changing nature of the workplace, the value of work to society, and the connection of work to the achievement of personal goals. 2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. 3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions. 3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.</td>
<td>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</td>
</tr>
<tr>
<td>Session Descriptions</td>
<td>Academic Standards</td>
<td>Common Core ELA</td>
<td></td>
</tr>
<tr>
<td>-----------------------------------------------</td>
<td>----------------------------------------</td>
<td>------------------------------------------</td>
<td></td>
</tr>
<tr>
<td><strong>Communicating About Yourself</strong></td>
<td>Financial and Consumer Literacy</td>
<td>Reading for Informational Text</td>
<td></td>
</tr>
<tr>
<td>Students learn what their dress, speech, and</td>
<td>1. Earning Income</td>
<td>RI 1</td>
<td></td>
</tr>
<tr>
<td>listening skills communicate to others about</td>
<td>Career Development</td>
<td>RI 4</td>
<td></td>
</tr>
<tr>
<td>them.</td>
<td></td>
<td>Speaking and Listening</td>
<td></td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td></td>
<td>SL 1</td>
<td></td>
</tr>
<tr>
<td>The students will be able to:</td>
<td></td>
<td>SL 2</td>
<td></td>
</tr>
<tr>
<td>▪ Recognize the importance of manners as an</td>
<td></td>
<td>SL 4</td>
<td></td>
</tr>
<tr>
<td>element of professionalism.</td>
<td></td>
<td>SL 6</td>
<td></td>
</tr>
<tr>
<td>▪ Identify language and style appropriate for</td>
<td></td>
<td>Writing</td>
<td></td>
</tr>
<tr>
<td>the workplace.</td>
<td></td>
<td>W 4</td>
<td></td>
</tr>
<tr>
<td><strong>Applications and Resumes</strong></td>
<td>Financial and Consumer Literacy</td>
<td>Language</td>
<td></td>
</tr>
<tr>
<td>Students examine both document forms and</td>
<td>1. Earning Income</td>
<td>L1</td>
<td></td>
</tr>
<tr>
<td>begin to think about how to adapt their</td>
<td>Career Development</td>
<td>L 2</td>
<td></td>
</tr>
<tr>
<td>experiences, skills, and achievements into</td>
<td></td>
<td>L 3</td>
<td></td>
</tr>
<tr>
<td>the applicable template to present themselves</td>
<td></td>
<td>L 4</td>
<td></td>
</tr>
<tr>
<td>to a potential employer.</td>
<td></td>
<td>L 6</td>
<td></td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The students will be able to:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Identify information necessary for a job</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>application.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Recognize key features and formatting of</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>resumes.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Use appropriate language for a resume.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# JA It’s My Job (Soft Skills)

## Session Descriptions

<table>
<thead>
<tr>
<th>Interviewing for a Job</th>
<th>Financial and Consumer Literacy 1. Earning Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>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.</td>
<td>Career Development 2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. 3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions. 3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations. 3a.3 Personal qualities generally include competence in self-management and the ability to plan, organize, and take independent action. 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.</td>
</tr>
</tbody>
</table>

## 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 interview.

## Cell Phones in the Workplace

<table>
<thead>
<tr>
<th>Financial and Consumer Literacy 1. Earning Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Career Development 2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. 3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions. 3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations. 3a.3 Personal qualities generally include competence in self-management and the ability to plan, organize, and take independent action. 3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.</td>
</tr>
</tbody>
</table>

## 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.
### 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 and Consumer Literacy**
1. Earning Income

**Career Development**
2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.
3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions.
3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.
3a.3 Personal qualities generally include competence in self-management and the ability to plan, organize, and take independent action.
3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.

### 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 and Consumer Literacy**
1. Earning Income

**Career Development**
2.1. Integrated learning encourages students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work.
3a.1 Basic skills include the ability to read, write, listen, and speak as well as perform arithmetical and mathematical functions.
3a.2 Thinking skills lead to problem solving, experimenting, and focused observation and allow the application of knowledge to new and unfamiliar situations.
3a.3 Personal qualities generally include competence in self-management and the ability to plan, organize, and take independent action.
3a.4 Positive interpersonal qualities lead to teamwork and cooperation in large and small groups in family, social, and work situations.