

# A Correlation: Pennsylvania Academic Standards and Junior Achievement Middle School Programs



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[Career, Education, and Work Standards](#)

[Family and Consumer Science](#)

[Personal Finance Framework](#)

[Pennsylvania Standards for ELA and Math](#)

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# 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. 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.

In this document, Junior Achievement programs are correlated to the Pennsylvania Social Studies Standards, Career Education and Work, and standards for family and consumer sciences, well as the Pennsylvania Standards in English/ Language Arts and Mathematics. Alternate delivery methods, such as student self-guided, cover the same learning objectives for social studies standards and the JA Pathway Competencies. However, the varied implementation models may cause slight variation in English Language Arts and Mathematics correlations.

## JA Middle Grades Classroom Learning Experiences

[JA Economics for Success](#)<sup>®</sup> 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 Economics for Success](#)<sup>®</sup> [Blended Model](#) introduces middle school students to initial work and career readiness and personal finance concepts through flexible facilitation materials and engaging interactive activities, games, and role plays that support learning objectives.

[JA Global Marketplace](#)<sup>®</sup> 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!](#)<sup>®</sup> 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](#)<sup>®</sup> 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](#)<sup>®</sup> 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 Inspire](#)<sup>®</sup> [Virtual](#) is more than a career fair, it brings together the business community and local schools and is designed to help launch students into their futures: high school, college, and careers beyond. Within the virtual experience, students attend webinars and presentations, explore career booths, and interact with career speakers. (Grades 9-12)

[JA Career Exploration Fair](#)<sup>®</sup> is an event where students learn about a range of career options across multiple career clusters. (Grades K-12)

[JA Career Speakers Series](#)<sup>™</sup> 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](#)<sup>®</sup> 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](#)<sup>®</sup> (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 Company Program](#)<sup>®</sup> [Pop Up](#) teaches students how to plan, launch, and operate their own business venture within a structured, guided experience. Throughout the start-up process, students collaborate, make crucial business decisions, practice communication skills, and develop entrepreneurial knowledge and skills. (Grades 6-12)

# JA Economics for Success

Session Descriptions	Social Studies and Consumer Science Standards	Career, Education, and Work Standards	PA Core ELA	PA Core Math
<p><b>Session One: Mirror, Mirror</b></p> <p>Students make choices to better understand the concept of self-knowledge as they consider education, careers, and other life choices.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Use personal reflection to explain self-knowledge</li> <li>Apply their skills, interests, and values to help determine a potential career path</li> </ul>	NA	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>13.1.8 B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>13.3.8 A. Determine attitudes and work habits that support career retention and advancement.</p>	<p>Grade 6 CC.1.2.6.A,J,L CC.1.5.6.A,G</p> <p>Grade 7 CC.1.2.7.A,J,L CC.1.5.7.A,G</p> <p>Grade 8 CC.1.2.8.A,J,L CC.1.5.8.A,G</p>	NA
<p><b>Session Two: Be a Success</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify the connection between goal setting, personal finance, education, and career choices</li> <li>Apply decision making to education and career choices</li> </ul>	<p><b>Consumer Science</b> 11.1.3.E. Explain the relationship between work and income.</p>	<p>13.1.8. D. Explain the relationship of career training programs to employment opportunities.</p> <p>E. Analyze the economic factors that impact employment opportunities,</p>	<p>Grade 6 CC.1.2.6.A,J,L CC.1.5.6.A,G</p> <p>Grade 7 CC.1.2.7.A,J,L CC.1.5.7.A,G</p> <p>Grade 8 CC.1.2.8.A,J,L CC.1.5.8.A,G</p>	Grade 6 CC.2.1.6.E.1
<p><b>Session Three: Keeping Your Balance</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize that a balanced budget is important for all workers</li> <li>Define the term income and differentiate between gross and net income</li> <li>Name ways to balance a budget</li> </ul>	<p><b>Consumer Science</b> 11.1.6.B Know the relationship of the components of a simple spending plan and how that relationship allows for managing income, expenses and savings.</p>	<p>13.3.8 D. Analyze budgets and pay statements, such as, but not limited to:</p> <p>Charitable contributions</p> <p>Expenses</p> <p>Gross pay</p> <p>Net pay</p> <p>Other income</p> <p>Savings</p> <p>Taxes</p>	<p>Grade 6 CC.1.2.6.A,J,L CC.1.5.6.A,G</p> <p>Grade 7 CC.1.2.7.A,J,L CC.1.5.7.A,G</p> <p>Grade 8 CC.1.2.8.A,J,L CC.1.5.8.A,G</p>	Grade 6 CC.2.1.6.E.1 Grade 7 CC.2.1.7.E.1

# JA Economics for Success

Session Descriptions	Social Studies and Consumer Science Standards	Career, Education, and Work Standards	PA Core ELA	PA Core Math
<p><b>Session Four: Savvy Shopper</b></p> <p>Students examine how consumers pay for goods and services. They discuss the advantages and disadvantages of using debit and credit cards.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify the differences between debit and credit cards</li> <li>Explain the advantages and disadvantages of both cards</li> <li>Recognize the importance of taking personal responsibility for financial decisions</li> </ul>	<p><b>Consumer Science 11.1.6.A</b> Justify the decision to use or not use resources based on scarcity.</p>	<p>NA</p>	<p>Grade 6 CC.1.2.6.A,J,L CC.1.5.6.A,G</p> <p>Grade 7 CC.1.2.7.A,J,L CC.1.5.7.A,G</p> <p>Grade 8 CC.1.2.8.A,J,L</p>	<p>Grade 6 CC.2.1.6.E.1</p> <p>Grade 7 CC.2.1.7.E.1</p>
<p><b>Session Five: Keeping Score</b></p> <p>Students examine how a credit score is determined and learn about the consequences of a positive and negative credit report.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Describe the favorable or unfavorable consequences of a high or low personal credit score</li> <li>Explain actions that cause a credit score to go up or down</li> </ul>	<p>6.2.7.F. Explain the influence of private economic institutions on the local and state economy.</p>	<p>NA</p>	<p>Grade 6 CC.1.2.6.A,J,L CC.1.5.6.A,G</p> <p>Grade 7 CC.1.2.7.A,J,L CC.1.5.7.A,G</p> <p>Grade 8 CC.1.2.8.A,J,L CC.1.5.8.A,G</p>	<p>Grade 6 CC.2.1.6.D.1</p>
<p><b>Session Six: What's the Risk?</b></p> <p>Students learn that life involves risk and that insurance and personal responsibility help to reduce the financial consequences of loss or injury.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Explore the cost and consequence of risk</li> <li>Explain how insurance provides a method to minimize financial risk</li> <li>Identify the opportunity cost of having insurance</li> <li>Assess how personal responsibility plays a part in minimizing risk</li> </ul>	<p>6.5.8.D Compare the risks and rewards of specific business actions.</p>	<p>NA</p>	<p>Grade 6 CC.1.2.6.B,G,H CC.1.5.6.A,C</p> <p>Grade 7 CC.1.2.7.B,G,H CC.1.5.7.A,C</p> <p>Grade 8 CC.1.2.8.B,G,H</p>	<p>NA</p>

# JA Economics for Success Blended

Session Descriptions	Academic Standards	Career, Education, and Work Standards	PA Core ELA and Math
<p><b>My Career Exploration</b></p> <p>Students explore the 16 career clusters and identify the clusters they find interesting. They learn that early career planning results in more choices and opportunities for success in a career that matches their interests, skills, and values.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize the career clusters and their related careers.</li> <li>Apply values, skills, and interests to the career clusters.</li> </ul>	<p><b>Social Studies</b></p> <p>CC.8.5.6-8.D Determine the meaning of words and phrases as they are used in a text, including vocabulary specific to domains related to history/social studies.</p>	<p>13.1.8. A. Relate careers to individual interests, abilities, and aptitudes.</p>	<p>Grade 8 ELA CC.1.2.8.A, B, F, G, J,K CC.1.4.8.F, H, L, R, U CC.1.5.8.A, C, E, G</p>
<p><b>Getting to Know Me</b></p> <p>Students better understand their own values, skills, and interests, as well as the importance of applying self-knowledge to future choices. Students use their self-knowledge to develop a word-based personal brand.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Apply self-knowledge to identify personal values, skills, and interests; set priorities; and make decisions.</li> <li>Discuss the importance of a personal brand statement.</li> <li>Recognize that self-knowledge is needed to work effectively with others.</li> </ul>	<p>NA</p>	<p>13.1.8. B. Relate careers to personal interests, abilities, and aptitudes.</p>	<p>Grade 8 ELA CC.1.2.8.A, B, F, G, J,K CC.1.4.8.F, H, L, R, U CC.1.5.8.A, C, E, G</p>
<p><b>My Career Goals</b></p> <p>Students recognize that the choices they make will affect their education, career, and financial security. Students learn the value of self-efficacy in achieving their goals.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize the connections between your choices and your education, personal finances, and career paths.</li> <li>Create short- and long-term goals.</li> <li>Identify character traits that can help you overcome obstacle</li> </ul>	<p><b>Financial Literacy Competencies</b></p> <p>Financial Goals 6-8 Discuss the importance of developing short, medium, and long term personal financial goals.</p> <p><b>Consumer Science</b> 11.1.3.E. Explain the relationship between work and income.</p>	<p>13.1.8. C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>13.1.8.G. Create an individualized career plan.</p> <p>13.3.8. A. Determine attitudes and work habits that support career retention and advancement.</p>	<p>Grade 8 ELA CC.1.2.8.A, B, F, G, J,K CC.1.4.8.F, H, L, R, U CC.1.5.8.A, C, E, G</p>

# JA Economics for Success Blended

Session Descriptions	Academic Standards	Career, Education, and Work Standards	PA Core ELA and Math
<p><b>My Transferable Skills</b></p> <p>Students recognize that skills they learn now will be useful in both their personal life and their future career. They learn about the digital skills needed to work remotely.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize appropriate skills for the workplace.</li> <li>Identify transferable skills and their importance.</li> <li>Recognize the importance of having digital skills and using professional digital tools and programs.</li> </ul>	<p>NA</p>	<p>13.1.8.F. Analyze the relationship of school subjects, extracurricular activities, and community experiences to career preparation.</p> <p>13.2.8.E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, s</p>	<p>Grade 8 ELA CC.1.2.8.A, B, F, G, J, K CC.1.4.8.F, H, L, R, U CC.1.5.8.A, C, E, G</p>
<p><b>My Income and Expenses</b></p> <p>Students explore the importance of earning enough income to pay for expenses, including savings and common deductions. Students learn how to read a paycheck stub and explore the Pay Yourself First strategy. They also practice solving income and expenses-related problems with positive solutions.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize that workers should not expect to keep all the money they earn.</li> <li>Recognize problem solving as a challenge and not an obstacle.</li> <li>Explore career-based solutions for income planning.</li> <li>Reflect on the personal impact of saving money.</li> </ul>	<p><b>Financial Literacy Competencies</b></p> <p>Taxes 6-8 Describe taxes and deductions subtracted from gross pay.</p> <p>Spending Plan 6-8 Discuss earning, spending, and saving for financial stability.</p> <p>Earning Income 6-8 Describe various sources of personal income, including wages, gifts, rent, interest, commissions, tips, etc.</p> <p><b>Consumer Science</b> 11.1.3.E. Explain the relationship between work and income.</p>	<p>13.3.8. D. Analyze budgets and pay statements</p>	<p>Grade 8 ELA CC.1.2.8.A, B, F, G, J, K CC.1.4.8.F, H, L, R, U CC.1.5.8.A, C, E, G</p> <p><b>Math</b></p> <p>Grade 6 CC.2.1.6.E.1</p> <p>Grade 7 CC.2.1.7.E.1</p>

# JA Economics for Success Blended

Session Descriptions	Academic Standards	Career, Education, and Work Standards	PA Core ELA and Math
<p><b>Planning for My Future Income</b></p> <p>Students explore the role work plays in living independently. They gain financial knowledge about the costs of living on their own. They consider the role of career choices and the costs of goods and services.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Express the financial considerations of possibly living independently and the importance of choosing work that can earn enough to pay for expenses. (WCR)</li> <li>Examine the true costs of</li> <li>goods and services. (FL)</li> </ul>	<p><b>Financial Literacy Competencies</b></p> <p>Financial Goals 6-8 Discuss the importance of developing short, medium, and long term personal financial goals.</p> <p><b>Consumer Science</b> 11.1.3.E. Explain the relationship between work and income.</p> <p>11.1.6.C. Describe the adaptability to meet basic human needs of the different types of housing available</p>	<p>NA</p>	<p>Grade 8 ELA</p> <p>CC.1.2.8.A, B, F, G, J,K</p> <p>CC.1.4.8.F, H, L, R, U</p> <p>CC.1.5.8.A, C, E, G</p>
<p><b>Managing My Money</b></p> <p>Students recognize the importance of managing money. They learn how to keep a budget and make decisions about spending.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define a budget and its importance.</li> <li>Express the need to say “no” to some short-term spending to save for more important items in the future and to plan for emergencies.</li> <li>Practice budgeting skills using income that can be earned while still in school.</li> </ul>	<p><b>Financial Literacy Competencies</b></p> <p>Decision Making 6-8 Explain how people apply decision-making skills to make financial decisions</p> <p><b>Consumer Science</b> 11.1.6.B. Know the relationship of the components of a simple spending plan and how that relationship allows for managing income, expenses and savings.</p> <p>11.1.9.B. Explain the responsibilities associated with managing personal finances</p>	<p>13.3.8. D. Analyze budgets and pay statements</p>	<p><b>Grade 8 ELA</b></p> <p>CC.1.2.8.A, B, F, G, J,K</p> <p>CC.1.4.8.F, H, L, R, U</p> <p>CC.1.5.8.A, C, E, G</p> <p><b>Math</b></p> <p>Grade 6</p> <p>CC.2.1.6.E.1</p> <p>Grade 7</p> <p>CC.2.1.7.E.1</p>
<p><b>Paying for My Wants and Needs</b></p> <p>Students learn to make better choices related to credit. They learn about different ways of paying for goods and services, and the advantages and drawbacks of each.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Describe ways to pay for everyday goods and services.</li> <li>Identify the differences between debit (paying now) and credit (paying in the future, plus interest).</li> </ul>	<p><b>Financial Literacy Competencies</b></p> <p>Spending Plan 6-8 Discuss earning, spending, and saving for financial stability.</p> <p>Purchasing 6-8 Compare various payment options for purchases.</p>	<p>NA</p>	<p>CC.1.2.8.A, B, F, G, J,K</p> <p>CC.1.4.8.F, H, L, R, U</p> <p>CC.1.5.8.A, C, E, G</p> <p>Math Practices</p> <p>1-7</p>

# JA Economics for Success Blended

Session Descriptions	Academic Standards	Career, Education, and Work Standards	PA Core ELA and Math
<p><b>My Credit and Spending</b></p> <p>Students prepare to use credit. They learn about healthy spending habits and the importance of building a good credit score.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>● Explain who looks at your credit report and why.</li> <li>● Describe how financial decisions can improve a credit report.</li> <li>● Identify spending habits that are financially responsible.</li> </ul>	<p><b>Financial Literacy Competencies</b></p> <p>Decision Making 6-8 Explain how people apply decision-making skills to make financial decisions.</p> <p>Purchasing 6-8 Compare various payment options for purchases.</p>	<p>NA</p>	<p><b>Grade 8 ELA</b></p> <p>CC.1.2.8.A, B, F, G, J, K CC.1.4.8.F, H, L, R, U CC.1.5.8.A, C, E, G</p> <p><b>Math Practices</b> 1-7</p>
<p><b>My Ride on the Financial Roller Coaster</b></p> <p>Students understand risk and methods for handling it. They make decisions about scenarios involving risk.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>● Describe examples of how to use personal responsibility to address risk.</li> <li>● Recognize that insurance is a way to transfer the risk of loss.</li> <li>● Identify the opportunity cost in different spending decisions.</li> </ul>	<p><b>Financial Literacy Competencies</b></p> <p>Decision Making 6-8 Explain how people apply decision-making skills to make financial decisions</p>	<p>NA</p>	<p><b>Grade 8 ELA</b></p> <p>CC.1.2.8.A, B, F, G, J, K CC.1.4.8.F, H, L, R, U CC.1.5.8.A, C, E, G</p>



# JA Global Marketplace

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA	PA Core Math
<p><b>Session One: Business and Customer</b></p> <p>Students learn about the relationship between businesses, their customers, and the mutually beneficial exchange of products and services.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify what a business gains from an exchange with a customer</li> <li>Identify what a customer gains from an exchange with a business</li> <li>Define ethics and ethical dilemma (Deeper Look)</li> <li>Identify the stakeholders of a business.</li> <li>Evaluate whether the actions of a business, which had positive or negative implications to stakeholders, were ethical (Deeper Look)</li> </ul>	<p><b>Civics</b></p> <p>5.2.7.B. Compare the methods citizens use to resolve conflicts in society and government.</p> <p><b>Economics</b></p> <p>6.1.7.B Compare decisions made because of limited resources and unlimited wants.</p> <p>6.1.7.B Describe how resources are combined to produce different goods and services</p> <p>6.2.7.A. Describe the interaction of consumers and producers of goods and services in the state and national economy</p>	<p>NA</p>	<p>Grade 6 CC.1.2.6.A,B, CC.1.2.6. F,G,J CC.1.4.6.A,B,W CC.1.5.6.A,B,C,G</p> <p>Grade 7 CC.1.2.7.A,B, CC.1.2.7 F,G,J 7CC.1.4.7.A,B,W CC.1.5.7.A,B,C,G</p> <p>Grade 8 CC.1.2.8.A,B, CC.1.2.8.F,G,J 8CC.1.4.8.A,B,W CC.1.5.8.A,B,C,G</p>	<p>NA</p>
<p><b>Session Two: Business and Culture</b></p> <p>Students learn that businesses must understand cultural differences to meet customers' needs and make a profit in different countries.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify business-related, cultural differences throughout the world</li> <li>Explain the need for international businesses to consider their customers' cultural differences to provide for the customer and make a profit</li> <li>Identify cultural differences throughout the world that affect social interaction and communication</li> </ul>	<p><b>Civics</b></p> <p>5.2.7.A Compare and contrast rights and responsibilities of citizenship in the community, state, and nation.</p>	<p>NA</p>	<p>Grade 6 CC.1.2.6.A,B, CC.1.2.6. F,G,J CC.1.4.6.A,B,W CC.1.5.6.A,B,C,G</p> <p>Grade 7 CC.1.2.7.A,B, CC.1.2.7 F,G,J CC.1.4.7.A,B,W CC.1.5.7.A,B,C,G</p> <p>Grade 8 CC.1.2.8.A,B, CC.1.2.8.F,G,J CC.1.4.8.A,B,W CC.1.5.8.A,B,C,G</p>	<p>NA</p>

# JA Global Marketplace

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA	PA Core Math
<p><b>Session Three: Global Trade</b></p> <p>Students learn that businesses trade 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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify reasons why countries trade</li> <li>Demonstrate that countries benefit more from trade than from trying to meet all their own needs</li> <li>Apply key terms related to trade.</li> <li>Describe how improvements in technology can influence international trade</li> </ul>	<p><b>Consumer Sciences</b></p> <p>11.1.9.F. Evaluate different strategies to obtain consumer goods and services.</p> <p><b>Civics</b></p> <p>5.4.7.B. Describe how countries coexist in the world community.</p> <p><b>Economics</b></p> <p>6.1.7.B Compare decisions made because of limited resources and unlimited wants.</p> <p>6.1.7.B Describe how resources are combined to produce different goods and services.</p> <p><b>Geography</b></p> <p>7.1.7.A. Explain how common geographic tools are used to organize and interpret information about people, places, and environment</p>	<p>NA</p>	<p>Grade 6</p> <p>CC.1.2.6.A,B, CC.1.2.6. F,G,J CC.1.4.6.A,B,W CC.1.5.6.A,B,C,G</p> <p>Grade 7</p> <p>CC.1.2.7.A,B, CC.1.2.7 F,G,J CC.1.4.7.A,B,W CC.1.5.7.A,B,C,G</p> <p>Grade 8</p> <p>CC.1.2.8.A,B, CC.1.2.8.F,G,J CC.1.4.8.A,B,W CC.1.5.8.A,B,C,G</p>	<p>NA</p>
<p><b>Session Four: Why Countries Specialize</b></p> <p>Students learn that businesses in different countries specialize by focusing their efforts on specific resources or producing smaller parts of a product.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define specialization</li> <li>Analyze examples of international trade to explain why modern countries cannot provide for all their wants and needs</li> <li>Show how events and decisions in one country have a causal relationship with, and produce an effect on, customers in another country</li> </ul>	<p><b>Civics</b></p> <p>5.4.6.A. Identify how countries have varying interests.</p> <p><b>Economics</b></p> <p>6.1.7.A. Explain how limited resources and unlimited wants cause scarcity.</p> <p>6.2.7.B. Explain why and how market competition takes place.</p> <p>6.4.7.A. Explain why people specialize in the production of goods and services and divide labor.</p> <p><b>Geography</b></p> <p>7.1.7.A. Explain how common geographic tools are used to organize and interpret information about people, places, and environment</p> <p>7.1.6-8.B. (Describe,) explain and locate places and regions as defined by physical and human features.</p> <p>7.2.6-8.A. (Describe and) Explain the characteristics of places and regions</p>	<p>NA</p>	<p>Grade 6</p> <p>CC.1.2.6.A,B, CC.1.2.6. F,G,J CC.1.4.6.A,B,W CC.1.5.6.A,B,C,G</p> <p>Grade 7</p> <p>CC.1.2.7.A,B, CC.1.2.7 F,G,J CC.1.4.7.A,B,W CC.1.5.7.A,B,C,G</p> <p>Grade 8</p> <p>CC.1.2.8.A,B, CC.1.2.8.F,G,J CC.1.4.8.A,B,W CC.1.5.8.A,B,C,G</p>	<p>Numbers and operations</p> <p>CC.2.1.6.E.1 CC.2.1.6.E.2 CC.Z.1.7.E.1</p>

# JA Global Marketplace

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA	PA Core Math
<p><b>Session Five: Trade Barriers</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify examples of trade barriers</li> <li>Analyze the consequences of trade barriers on businesses, employees, and customers</li> <li>Explain why balance of trade matters to businesses, customers, and employees</li> </ul>	<p><b>Civics</b></p> <p>5.2.7.B. Compare the methods citizens use to resolve conflicts in society and government.</p> <p>5.4.6.A. Identify how countries have varying interests.</p> <p>5.4.7.B. Describe how countries coexist in the world community.</p> <p><b>Economics</b></p> <p>6.1.7.D. Explain how positive and negative incentives affect behavior.</p> <p>6.4.7.B. Analyze how changes in trade affect standards of living.</p> <p>6.3.7.D. Identify how governments limit or promote international trade.</p>	<p>NA</p>	<p>Grade 6</p> <p>CC.1.2.6.A,B, CC.1.2.6. F,G,J CC.1.4.6.A,B,W CC.1.5.6.A,B,C,G</p> <p>Grade 7</p> <p>CC.1.2.7.A,B, CC.1.2.7 F,G,J CC.1.4.7.A,B,W CC.1.5.7.A,B,C,G</p> <p>Grade 8</p> <p>CC.1.2.8.A,B, CC.1.2.8.F,G,J CC.1.4.8.A,B,W CC.1.5.8.A,B,C,G</p>	<p>NA</p>
<p><b>Session Six: Currency</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define currency and exchange rate</li> <li>Recognize that different countries have different forms of currency</li> <li>Recognize that each currency has a different value, which is determined through a variable exchange rate</li> </ul>	<p><b>Economics</b></p> <p>6.5.7.A. Describe how people are compensated for their production of goods and services.</p>	<p>NA</p>	<p>Grade 6</p> <p>CC.1.2.6.A,B, CC.1.2.6. F,G,J CC.1.4.6.A,B,W CC.1.5.6.A,B,C,G</p> <p>Grade 7</p> <p>CC.1.2.7.A,B, CC.1.2.7 F,G,J CC.1.4.7.A,B,W CC.1.5.7.A,B,C,G</p> <p>Grade 8</p> <p>CC.1.2.8.A,B, CC.1.2.8.F,G,J CC.1.4.8.A,B,W CC.1.5.8.A,B,C,G</p>	<p>Numbers and operations</p> <p>CC.2.1.6.D.1 CC.2.1.6.E.1</p> <p>CC.2.1.7.D.1 CC.2.1.7.E.1</p>

# JA Global Marketplace

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA	PA Core Math
<p><b>Session Seven: Global Workforce</b></p> <p>Students take on the role of international business owners reviewing the skills and experience of potential employees.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Describe how businesses can use modern technology and communication tools to locate highly qualified employees at the most advantageous wages</li> <li>▪ Express specific steps that would need to be taken to obtain work in another country</li> <li>▪ Recognize the value of a second language for future job opportunities</li> </ul>	<p><b>Consumer Sciences</b></p> <p>11.1.9.E. Compare the influences of income and fringe benefits to make decisions about work.</p> <p><b>Economics</b></p> <p>6.4.7.C. Explain how multinational corporations and other nongovernment organizations contribute to economic interdependence</p>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>E. Analyze the economic factors that impact employment opportunities such as geographic location and global influences</p>	<p>Grade 6</p> <p>CC.1.2.6.A,B, CC.1.2.6. F,G,J CC.1.4.6.A,B,W CC.1.5.6.A,B,C,G</p> <p>Grade 7</p> <p>CC.1.2.7.A,B, CC.1.2.7 F,G,J CC.1.4.7.A,B,W CC.1.5.7.A,B,C,G</p> <p>Grade 8</p> <p>CC.1.2.8.A,B, CC.1.2.8.F,G,J CC.1.4.8.A,B,W CC.1.5.8.A,B,C,G</p>	<p>NA</p>

# JA It's My Business!

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA
<p><b>Session One: Entrepreneurs</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define entrepreneurship and social entrepreneurship</li> <li>Describe the relationship between a business and its products and service</li> <li>Identify entrepreneurial characteristics and recognize them, in varying degrees, in themselves</li> </ul>	<p><b>Consumer Sciences</b> 11.1.9.E. Compare the influences of income and fringe benefits to make decisions about work.</p> <p><b>Economics</b> 6.5.8.F. Explain the role of entrepreneurship across the nation.</p>	<p>13.4.8 A. Compare and contrast entrepreneurship to traditional employment, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>Benefits</li> <li>Job security</li> <li>Operating costs</li> <li>Wages</li> </ul> <p>B. Evaluate how entrepreneurial character traits influence career opportunities.</p>	<p>Grade 6 CC.1.2.6.A,C CC.1.4.6.A,B,C,F CC.1.5.6.A,C,G</p> <p>Grade 7 CC.1.2.7.A,C CC.1.4.7.A,B,C,F CC.1.5.7.A,C,G</p> <p>Grade 8 CC.1.2.8.A,C CC.1.4.8.A,B,C,F CC.1.5.8.A,C,G</p>
<p><b>Session Two: Market and Need</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define market and need</li> <li>Explain the importance of identifying market and need when developing new product or service ideas</li> </ul>	<p><b>Economics</b> 6.1.7.D. Explain how positive and negative incentives affect behavior. 6.2.7.A. Describe the interaction of consumers and producers of goods and services in the state and national economy 6.2.7.B. Explain why and how market competition takes place. 6.2.8.B. Identify positive and negative effects of market competition.</p>	<p>13.4.8 B. Evaluate how entrepreneurial character traits influence career opportunities.</p>	<p>Grade 6 CC.1.2.6.A,C CC.1.4.6.A,B,C,F CC.1.5.6.A,C,G CC.1.5.6.D,F<sup>ELO</sup></p> <p>Grade 7 CC.1.2.7.A,C CC.1.4.7.A,B,C,F CC.1.5.7.A,C,G CC.1.5.7.D,F<sup>ELO</sup></p> <p>Grade 8 CC.1.2.8.A,C CC.1.4.8.A,B,C,F CC.1.5.8.A,C,G CC.1.5.8.D,F<sup>ELO</sup></p>

# JA It's My Business!

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA
<p><b>Session Three: Innovative Ideas</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business</li> <li>Participate in creative idea generation, from brainstorming to defending and selecting an idea</li> </ul>	<p>NA</p>	<p>13.2.5 E. Apply to daily activities, the essential workplace skills, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>Commitment</li> <li>Communication</li> <li>Dependability</li> <li>Health/safety</li> <li>Personal initiative</li> <li>Scheduling/time management</li> <li>Team building</li> <li>Technical literacy</li> <li>Technology</li> </ul>	<p>Grade 6 CC.1.2.6.A,C CC.1.4.6.A,B,C,F CC.1.5.6.A,C,G CC.1.5.6.D,F<sup>ELO</sup></p> <p>Grade 7 CC.1.2.7.A,C CC.1.4.7.A,B,C,F CC.1.5.7.A,C,G CC.1.5.7.D,F<sup>ELO</sup></p> <p>Grade 8 CC.1.2.8.A,C CC.1.4.8.A,B,C,F CC.1.5.8.A,C,G CC.1.5.8.D,F<sup>ELO</sup></p>
<p><b>Session Four: Testing the Market</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Discuss the importance of market research in the product development process</li> <li>Describe multiple types of survey questions</li> </ul>	<p><b>Economics</b> 6.2.7.C. Explain how advertising influences economic decisions.</p> <p><b>Math</b> CC.2.4.7.B.1 Draw inferences about populations based on random sampling concepts.</p>	<p>13.2.5 E. Apply to daily activities, the essential workplace skills, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>Commitment</li> <li>Communication</li> <li>Dependability</li> <li>Health/safety</li> <li>Personal initiative</li> <li>Scheduling/time management</li> <li>Team building</li> <li>Technical literacy</li> <li>Technology</li> </ul>	<p>Grade 6 CC.1.2.6.A,C CC.1.4.6.A,B,C,F CC.1.5.6.A,C,G</p> <p>Grade 7 CC.1.2.7.A,C CC.1.4.7.A,B,C,F CC.1.5.7.A,C,G</p> <p>Grade 8 CC.1.2.8.A,C CC.1.4.8.A,B,C,F CC.1.5.8.A,C,G</p>

# JA It's My Business!

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA
<p><b>Session Five: Design and Prototype</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Represent a product idea and its features by using rough sketches and drawings</li> <li>Recognize sketches as an important first step in the prototype process</li> </ul>	<p>NA</p>	<p>13.2.5 E. Apply to daily activities, the essential workplace skills, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>Commitment</li> <li>Communication</li> <li>Dependability</li> <li>Health/safety</li> <li>Personal initiative</li> <li>Scheduling/time management</li> <li>Team building</li> <li>Technical literacy</li> <li>Technology</li> </ul>	
<p><b>Session Six: Seek Funding</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Describe the elements that make a strong pitch presentation</li> <li>Work together to create and deliver a product pitch for potential funding</li> </ul>	<p><b>Economics</b></p> <p>6.1.7.D. Explain how positive and negative incentives affect behavior.</p> <p>6.5.7.A. Describe how people are compensated for their production of goods and services.</p> <p>6.5.8.F. Explain the role of entrepreneurship across the nation.</p>	<p>13.4.8 C. Identify and describe the basic components of a business plan, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>Business idea</li> <li>Competitive analysis</li> <li>Daily operations</li> <li>Finances/budget</li> <li>Marketing</li> <li>Productive resources (human, capital, natural)</li> <li>Sales forecasting</li> </ul>	

# JA It's My Future

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA
<p><b>Session One: My Brand</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Describe the elements of a brand</li> <li>▪ Recognize the ability of personal branding to build a positive reputation, for their personal life as well as for their future career</li> <li>▪ Design a logo that expresses their personal brand</li> </ul>	<p>NA</p>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>D. Explain the relationship of career training programs to employment opportunities.</p>	<p>Grade 6 CC.1.5.6.A,C,D,F,G</p> <p>Grade 7 CC.1.5.7.A,C,D,F,G</p> <p>Grade 8 CC.1.5.8.A,C,D,F,G</p>
<p><b>Session Two: Career Paths and Clusters</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Define careers cluster.</li> <li>▪ Identify jobs in specific career clusters to explore further</li> <li>▪ Recognize the interconnectivity and value of all types of jobs</li> </ul>	<p><b>Consumer Sciences</b></p> <p>11.1.9.E. Compare the influences of income and fringe benefits to make decisions about work.</p>	<p><b>Career</b></p> <p>13.1.8. A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>13.1.8.C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p>	<p>Grade 6 CC.1.2.6.A,G,J,K,L CC.1.5.6.A,C,D,G</p> <p>Grade 7 CC.1.2.7.G,J,K,L CC.1.5.7.A,C,D,G</p> <p>Grade 8 CC.1.2.6.G,J,K,L CC.1.5.8.A,C,D,G</p>



# JA It's My Future

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA
<p><b>Session Three: High-Growth Careers</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify specific careers that are forecast to have high- growth rates</li> <li>Consider a variety of factors when selecting a career</li> </ul>	<p><b>Consumer Sciences</b></p> <p>11.1.9.E.Compare the influences of income and fringe benefits to make decisions about work.</p> <p><b>Economics</b></p> <p>6.1.7.D. Explain how positive and negative incentives affect behavior.</p>	<p>13.1.8. C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>13.2.8. A. Compare and contrast entrepreneurship to traditional employment.</p> <p>13.3.8 A. Determine attitudes and work habits that support career retention and advancement.</p>	<p>Grade 6 CC.1.2.6.A,B CC.1.5.6.A,B,C,D,F</p> <p>Grade 7 CC.1.2.7.A ,B CC.1.5.7.A,B,C,D,F</p> <p>Grade 8 CC.1.2.6.A,B CC.1.5.8.A,B,C,D,F</p>
<p><b>Session Four: Career Mapping</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify jobs in specific career clusters that they would like to explore further</li> <li>Plan significant milestones they need to reach to earn a particular job</li> </ul>	<p>NA</p>	<p>F. Analyze the relationship of school subjects, extracurricular activities, and community experiences to career preparation.</p>	<p>Grade 6 CC.1.2.6.A,B CC.1.5.6.A,B,C,D,F</p> <p>Grade 7 CC.1.2.7.A ,B CC.1.5.7.A,B,C,D,F</p> <p>Grade 8 CC.1.2.8.A,B CC.1.5.8.A,B,C,D,F</p>

# JA It's My Future

Session Details	Academic Standards	Career, Education, and Work Standards	PA Core ELA
<p><b>Session Five: On the Hunt</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Recognize basic job-hunting techniques, including looking for a job, applying, interviewing, and listing references</li> <li>▪ Recognize the importance of personal presentation and making a good impression, on paper and in person.</li> <li>▪ Recognize the basic construction of a resume and skills that should be highlighted on a resume.</li> </ul>	<p>11.1.9.E. Compare the influence of income and fringe benefits to make decisions about work.</p>	<p>13.2.8 A. Identify effective speaking and listening skills used in a job interview.</p> <p>C. Prepare a draft of career acquisition documents, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Job application</li> <li>• Letter of appreciation following an interview</li> <li>• Letter of introduction</li> <li>• Request for letter of recommendation</li> <li>• Resume</li> </ul> <p>13.2.8. B. Evaluate resources available in researching job opportunities</p>	<p>Grade 6 CC.1.2.6.A,B CC.1.5.6.A,B,C</p> <p>Grade 7 CC.1.2.7.A ,B CC.1.5.7.A,B,C</p> <p>Grade 8 CC.1.2.8.A,B CC.1.5.8.A,B,C</p>
<p><b>Session Six: Soft Skills</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Define and differentiate between technical skills and soft skills</li> <li>▪ Identify specific soft skills they already possess and those they need to improve</li> </ul>	<p><b>Economics</b></p> <p>6.1.7.D. Explain how positive and negative incentives affect behavior.</p> <p>6.5.7.B. Describe the characteristics of productive workers.</p>	<p>13.2.8 B. Evaluate resources available in researching job opportunities</p> <p>13.2.8 E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Commitment</li> <li>• Communication</li> <li>• Dependability</li> <li>• Health/safety</li> <li>• Laws and regulations</li> <li>• Personal initiative</li> <li>• Self-advocacy</li> <li>• Scheduling/time management</li> <li>• Team building</li> <li>• Technical literacy</li> <li>• Technology</li> </ul>	<p>Grade 6 CC.1.2.6.A,B CC.1.4.6.A ,B,C,E,F CC.1.5.6.A,B,C</p> <p>Grade 7 CC.1.2.7.A ,B CC.1.4.7.A ,B,C,E,F CC.1.5.7.A,B,C</p> <p>Grade 8 CC.1.2.8.A,B CC.1.4.8.A ,B,C,E,F CC.1.5.8.A,B,C</p>

# JA Inspire

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Session One: Career Planning Starts with You</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Recognize career clusters that match their skills and interests.</li> <li>▪ Assess their soft skills and identify need for improvement.</li> <li>▪ Identify industries and jobs that offer opportunities.</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>D. Explain the relationship of career training programs to employment opportunities.</p>	<p>Reading Informational Text CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8.G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p>
<p><b>Session Two: Making the Most of JA Inspire</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify companies that they want to learn more about at the JA Inspire event. Three is a good number.</li> <li>▪ Prepare questions that they want to ask and practice asking them.</li> <li>▪ 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.</li> <li>▪ Express their expectations of the upcoming event.</li> </ul>	<p>13.2.8 E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Commitment</li> <li>• Communication</li> <li>• Dependability</li> <li>• Health/safety</li> <li>• Laws and regulations</li> <li>• Personal initiative</li> <li>• Self-advocacy</li> <li>• Scheduling/time management</li> </ul>	<p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.8.U CC.1.4.8.W</p>

# JA Inspire

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Session Three: JA Inspire Event</b></p> <p>During the JA Inspire expo, students participate in hands-on activities, often using equipment or tools used on a job.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Make connections with adults who have jobs in careers that interest them.</li> <li>▪ See the connection between high school programming choices and careers.</li> <li>▪ Collect information about the education required to be successful in a job.</li> <li>▪ Practice soft skills.</li> </ul>	<p>13.2.B. Evaluate resources available in researching job opportunities</p> <p>13.2.8 E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Commitment</li> <li>• Communication</li> <li>• Dependability</li> <li>• Health/safety</li> <li>• Laws and regulations</li> <li>• Personal initiative</li> <li>• Self-advocacy</li> </ul> <p>Scheduling/time management</p>	<p>Reading Informational Text CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8 .G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p>
<p><b>Session Four: Debrief and Next Steps</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Evaluate personal goals and priorities based on their experience at the JA Inspire event.</li> <li>▪ Identify next steps, including exploration of high school coursework and other research.</li> <li>▪ Understand relevant business communication practices.</li> </ul>	<p>13.1.8 G. Create an individualized career plan including, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Assessment and continued development of career portfolio</li> <li>• Career goals</li> <li>• Cluster/pathway opportunities</li> <li>• Individual interests and abilities</li> </ul> <p>Training/education required</p>	<p>Reading Informational Text CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8 .G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.6-8.U CC.1.4.6-8.W</p>

# JA Inspire Virtual

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Session One: Career Interests and Your Path</b></p> <p>Students understand the importance of career planning and complete a Career Interest Inventory to assess their own values, skills, and interests in the context of career paths.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Consider their values, skills, and interests.</li> <li>▪ Take a Career Interest Inventory.</li> <li>▪ Relate their values, skills, interests, and Career Interest Inventory to future career opportunities.</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>D. Explain the relationship of career training programs to employment opportunities.</p>	<p>Reading Informational Text CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8 .G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p>
<p><b>Session Two: Career Planning and Your Path</b></p> <p>Students learn to recognize career clusters and focus on those tied to the results of their Career Interest Inventory. They explore the knowledge, skills, and abilities needed for their careers of interest, as well as the outlook for openings in those fields.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Learn why career planning is important.</li> <li>▪ Recognize career clusters.</li> <li>▪ Identify career clusters that match their skills and interests.</li> <li>▪ Identify requirements to obtain jobs in fields of interest.</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>D. Explain the relationship of career training programs to employment opportunities.</p>	<p>Reading Informational Text CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8 .G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p>

# JA Inspire Virtual

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Session Three: Preparing to Meet Your Future</b></p> <p>Students learn how awareness of their values, skills, and interests helps guide them to a career that is meaningful, enjoyable, and positioned for success. They learn about soft skills and explore education and training requirements in their fields of interest.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Understand why it’s important to choose a career where they can be successful and develop a career plan.</li> <li>▪ Practice soft skills.</li> <li>▪ Recognize education and training requirements and opportunities for careers of interest.</li> </ul>	<p>13.2.B. Evaluate resources available in researching job opportunities</p> <p>13.2.8 E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Commitment</li> <li>• Communication</li> <li>• Dependability</li> <li>• Health/safety</li> <li>• Laws and regulations</li> <li>• Personal initiative</li> <li>• Self-advocacy</li> <li>• Scheduling/time management</li> </ul>	<p>Reading Informational Text CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8 .G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p>
<p><b>Session Four: Local Business Means Opportunity</b></p> <p>Students learn about their local economy. They review the list of JA Inspire Virtual career fair exhibitors and the website of their local Chamber of Commerce and look for common themes, such as career clusters. They identify companies they would like to visit during the virtual career fair.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Recognize traits of their local economy.</li> <li>▪ Identify common career clusters in their area and among JA Inspire Virtual exhibitors.</li> <li>▪ Create a list of exhibitors to visit during JA Inspire Virtual.</li> </ul>	<p>13.1.8 G. Create an individualized career plan including, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Assessment and continued development of career portfolio</li> <li>• Career goals</li> <li>• Cluster/pathway opportunities</li> <li>• Individual interests and abilities</li> <li>• Training/education required</li> </ul>	<p>Reading Informational Text CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8 .G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.6-8.U CC.1.4.6-8.W</p>

# JA Inspire Virtual

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Session Five: Learn from the Experts</b></p> <p>Students review the speakers and webinars available at the JA Inspire Virtual career fair, create a list of at least three to view, and define what they would like to learn from them.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify relevant JA Inspire Virtual speakers and webinars to attend.</li> <li>▪ Note facts about the speakers and topics of webinars they will attend.</li> <li>▪ Develop questions to consider when watching the speakers and webinars.</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p>	<p>Reading for Informational Text CC.1.2.6-8.F CC.1.2.6-8.G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p>
<p><b>Session Six: Welcome to JA Inspire Virtual</b></p> <p>Students attend the JA Inspire Virtual Career fair.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Visit exhibits at JA Inspire Virtual.</li> <li>▪ Attend speeches and webinars at JA Inspire Virtual.</li> <li>▪ Complete the What I Learned section of the chart from their Learn from the Experts worksheet</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>D. Explain the relationship of career training programs to employment opportunities.</p> <p>13.2.B. Evaluate resources available in researching job opportunities</p> <p>13.3.8. E. Identify and apply time management strategies as they relate to both personal and work situations.</p>	<p>Reading for Informational Text CC.1.2.6-8.F CC.1.2.6-8.G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.8.U CC.1.4.8.W</p>

# JA Inspire Virtual

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Session Seven: JA Inspire Personal Reflection</b></p> <p>Students reflect on what they have learned and identify next steps to further define their academic choices and career path.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Evaluate personal goals and priorities based on their experience at the JA Inspire Virtual event.</li> <li>▪ Identify next steps, including exploration of high school coursework and other research.</li> </ul>	<p>G. Create an individualized career plan including, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Assessment and continued development of career portfolio</li> <li>• Career goals</li> <li>• Cluster/pathway opportunities</li> <li>• Individual interests and abilities</li> <li>• Training/education required</li> </ul>	<p>Reading for Informational Text</p> <p>CC.1.2.6-8.A            CC.1.2.6-8.C            CC.1.2.6-8.F,G            CC.1.2.6-8.J,K</p> <p>Speaking and Listening</p> <p>CC.1.5.6-8.A            CC.1.5.6-8.C</p> <p>Writing</p> <p>CC.1.4.6-8.D            CC.1.4.6-8.L            CC.1.4.8.U            CC.1.4.8.W</p>



# JA Career Exploration Fair

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Pre-Fair Session: What Sets You Apart?</b></p> <p>Students reflect on their abilities, interests, and values as they consider future career choices.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Define careers.</li> <li>▪ Differentiate between abilities (skills) and values.</li> <li>▪ Identify their personal characteristics.</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p>	<p>Reading for Informational Text CC.1.2.6-8.F CC.1.2.6-8.G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p>
<p><b>The Day of the Fair</b></p> <p>Students will visit seven speakers from the community who will give brief presentations about their jobs, allowing time for students to ask questions.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Complete one pre-fair activity (teacher-led) (optional).</li> <li>▪ Express how jobs require specific interests and skills.</li> <li>▪ Complete one post-fair activity (teacher-led) (optional).</li> <li>▪ Complete a student evaluation, if requested.</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>D. Explain the relationship of career training programs to employment opportunities.</p> <p>13.2.B. Evaluate resources available in researching job opportunities</p> <p>13.3.8. E. Identify and apply time management strategies as they relate to both personal and work situations.</p>	<p>Reading for Informational Text CC.1.2.6-8.F CC.1.2.6-8.G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.8.U CC.1.4.8.W</p>

# JA Career Exploration Fair

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Post-Fair Session</b></p> <p>Students reflect on their JA Career Exploration Fair experiences.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify a future career goal.</li> <li>▪ Create a personal action plan.</li> </ul>	<p>G. Create an individualized career plan including, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Assessment and continued development of career portfolio</li> <li>• Career goals</li> <li>• Cluster/pathway opportunities</li> <li>• Individual interests and abilities</li> <li>• Training/education required</li> </ul>	<p>Reading for Informational Text            CC.1.2.6-8.A            CC.1.2.6-8.C            CC.1.2.6-8.F,G            CC.1.2.6-8.J,K</p> <p>Speaking and Listening            CC.1.5.6-8.A            CC.1.5.6-8.C</p> <p>Writing            CC.1.4.6-8.D            CC.1.4.6-8.L            CC.1.4.8.U            CC.1.4.8.W</p>

# JA Career Speaker Series

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Session One: Before the Event</b></p> <p>Students research the visiting career speaker and his or her company, and prepare questions for the speaker event.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify skills and interests.</li> <li>▪ Recognize Career Clusters</li> <li>▪ Recall future high-demand occupations</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p>	<p>Reading for Informational Text CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8.G</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.8.U CC.1.4.8.W</p>
<p><b>Session Two: During the Event</b></p> <p>Students learn about the guest speaker’s job experiences and stories, ask questions, and take notes.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Practice active listening skills.</li> <li>▪ Equate job responsibilities with skills and interests</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>D. Explain the relationship of career training programs to employment opportunities.</p>	<p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.8.U CC.1.4.8.W</p>
<p><b>Session Three: After the Event</b></p> <p>Students reflect on what they learned during their preparation and the speaker event.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Recognize Career Clusters</li> </ul>	<p>13.1.8 G. Create an individualized career plan including, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Assessment and continued development of career portfolio</li> <li>• Career goals</li> <li>• Cluster/pathway opportunities</li> <li>• Individual interests and abilities</li> </ul>	<p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.8.U CC.1.4.8.W</p>

# JA Excellence through Ethics

Session Descriptions	Career, Education, and Work Standards	Common Core ELA
<p><b>Day of the Visit</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Define ethics, ethical dilemma, values, core values, and interdependence.</li> <li>▪ Articulate how one's core values affects one's choices.</li> <li>▪ Articulate and identify the steps necessary to make ethical decisions.</li> <li>▪ Recognize that individual ethics affect the greater community.</li> </ul>	<p>13.3.8 A. Determine attitudes and work habits that support career retention and advancement.</p> <p>13.2.8 E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Commitment</li> <li>• Communication</li> <li>• Dependability</li> <li>• Health/safety</li> <li>• Laws and regulations</li> <li>• Personal initiative</li> <li>• Self-advocacy</li> <li>• Scheduling/time management</li> </ul>	<p>Reading Informational Text</p> <p>CC.1.2.6-8.B CC.1.2.6-8.F CC.1.2.6-8.G</p> <p>Speaking and Listening</p> <p>CC.1.5.6-8.A CC.1.5.6-8.C CC.1.5.6-8.B CC.1.5.8.D</p> <p>Writing</p> <p>CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.8.U CC.1.4.8.W</p>
<p><b>Reflection Activity</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Apply key terms and concepts used in the volunteer-led activities.</li> <li>▪ Use intentional, ethical decision-making skills to consider outcomes and consequences of choices.</li> <li>▪ Self-examine to develop a personal awareness of values to begin to see the connection between their words and actions.</li> </ul>	<p>13.2.B. Evaluate resources available in researching job opportunities</p>	<p>Speaking and Listening</p> <p>CC.1.5.6-8.A CC.1.5.6-8.C</p>

## JA It's My Job (Soft Skills)

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Communicating About Yourself</b> Students learn what their dress, speech, and listening skills communicate to others about them.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Recognize the importance of manners as an element of professionalism.</li> <li>▪ Identify language and style appropriate for the workplace.</li> </ul>	<p>13.1.8 A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities, and aptitudes.</p> <p>13.2.8 A. Identify effective speaking and listening skills used in a job interview.</p>	<p>Reading Informational Text CC.1.2.6-8.B CC.1.2.6-8.F</p> <p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C CC.1.5.8.E CC.1.5.8.G</p> <p>Writing CC.1.4.6-8.T CC.1.4.6-8.U</p>
<p><b>Applications and Resumes</b> 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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify information necessary for a job application.</li> <li>▪ Recognize key features and formatting of resumes.</li> <li>▪ Use appropriate language for a resume.</li> </ul>	<p>13.2.B. Evaluate resources available in researching job opportunities</p> <p>13.2.8 A. Identify effective speaking and listening skills used in a job interview.</p> <p>C. Prepare a draft of career acquisition documents, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Job application</li> <li>• Letter of appreciation following an interview</li> <li>• Letter of introduction</li> <li>• Request for letter of recommendation</li> <li>• Resume</li> </ul>	<p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p> <p>Writing CC.1.4.6-8.T CC.1.4.6-8.U</p>

## JA It's My Job (Soft Skills)

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Interviewing for a Job</b></p> <p>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.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify appropriate content for a personal brag sheet</li> <li>▪ Adapt personal information to interview situations.</li> <li>▪ Develop answers to common interview questions.</li> <li>▪ Recognize appropriate professional dress and demeanor for a job interview.</li> </ul>	<p>13.1.8 G. Create an individualized career plan including, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Assessment and continued development of career portfolio</li> <li>• Career goals</li> <li>• Cluster/pathway opportunities</li> <li>• Individual interests and abilities</li> <li>• Training/education required</li> </ul> <p>13.2.8 A. Identify effective speaking and listening skills used in a job interview.</p>	<p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C CC.1.5.8.E CC.1.5.8.G</p> <p>Writing CC.1.4.6-8.T CC.1.4.6-8.U</p>
<p><b>Cell Phones in the Workplace</b></p> <p>Students develop an understanding of appropriate communication methods to ensure workplace success.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Recognize and identify appropriate and inappropriate uses of cell phones in the workplace.</li> <li>▪ Identify the effects of inappropriate usage of cell phones in the workplace.</li> <li>▪ Adapt cell phone behavior and functions for professional uses.</li> <li>▪ Recognize and apply appropriate texting style for communicating in the workplace.</li> </ul>	<p>13.2.8 E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Commitment</li> <li>• Communication</li> <li>• Dependability</li> <li>• Health/safety</li> <li>• Laws and regulations</li> <li>• Personal initiative</li> <li>• Self-advocacy</li> <li>• Scheduling/time management</li> </ul> <p>13.3.8 A. Determine attitudes and work habits that support career retention and advancement.</p>	<p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C CC.1.5.6-8.E CC.1.5.6-8.G</p>

## JA It's My Job (Soft Skills)

Session Descriptions	Career, Education, and Work Standards	PA Core ELA
<p><b>Workplace Communication</b></p> <p>Students complete activities focused on appropriate tone and topics for the workplace and strategies for collaborating effectively.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify and use an appropriate professional tone in workplace communication.</li> <li>▪ Identify appropriate and inappropriate subjects for workplace discussion.</li> <li>▪ Enable cooperative and productive group interactions.</li> <li>▪ Communicate to solve problems collaboratively and respectfully.</li> </ul>	<p>13.2.8 E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Commitment</li> <li>• Communication</li> <li>• Dependability</li> <li>• Health/safety</li> <li>• Laws and regulations</li> <li>• Personal initiative</li> <li>• Self-advocacy</li> </ul> <p>Scheduling/time management</p>	<p>Speaking and Listening</p> <p>CC.1.5.6-8.A CC.1.5.6-8.C CC.1.5.8.E CC.1.5.8.G</p>
<p><b>Workplace Writing</b></p> <p>Students practice writing concisely, clearly, and correctly, with appropriate workplace style.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Use proper spelling, grammar, and punctuation in the workplace.</li> <li>▪ List best practices for effective business writing.</li> <li>▪ Use clear language and appropriate style for written communication in the workplace.</li> <li>▪ Identify important ideas and express them clearly and concisely in writing.</li> </ul>	<p>13.2.8 E. Explain, in the career acquisition process, the importance of the essential workplace skills/knowledge, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Commitment</li> <li>• Communication</li> <li>• Dependability</li> <li>• Health/safety</li> <li>• Laws and regulations</li> <li>• Personal initiative</li> <li>• Self-advocacy</li> <li>• Scheduling/time management</li> </ul>	<p>Speaking and Listening</p> <p>CC.1.5.6-8.A CC.1.5.6-8.C CC.1.5.8.E CC.1.5.8.G</p> <p>Writing</p> <p>CC.1.4.6-8.D CC.1.4.6-8.L CC.1.4.6-8.T CC.1.4.6-8.U CC.1.4.6-8.W</p>

# JA Company Program Pop Up

Session Descriptions	Academic Standards	Career Education and Work Standards	PA Core ELA
<p><b>Session One: Pop-Up Warm-Up</b></p> <p>This meeting introduces the Pop-Up program experience and reviews the milestones related to the project. The entrepreneurial mindset and characteristics are explored to guide students in envisioning the pop-up experience through the eyes of an entrepreneur. Finally, students review the primary business goal for the pop-up project and discuss how to set business success goals and personal growth goals.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• Explain what a pop-up business is and its intended purpose.</li> <li>• Document goals for the pop-up business in S.M.A.R.T. goal-writing format that reflect business planning elements.</li> <li>• Recognize the entrepreneurial characteristics that an entrepreneur must possess to achieve a successful business venture.</li> </ul>	<p><b>Social Studies</b></p> <p>6.5.6.F Explain the role of the entrepreneur in Pennsylvania.</p> <p>6.5.8.F Explain the role of entrepreneurship across the nation.</p> <p><b>Consumer Science</b></p> <p>11.2.6.A Contrast the solutions reached through the use of a simple decision-making process that includes analyzing consequences of alternative solutions against snap decision making methods.</p>	<p>13.1.8 C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>13.3.8 E. Identify and apply time management strategies as they relate to both personal and work situations.</p> <p>13.4.8 A. Compare and contrast entrepreneurship to traditional employment, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Benefits</li> <li>• Job security</li> <li>• Operating costs</li> <li>• Wages</li> </ul> <p>13.4.8 B. Evaluate how entrepreneurial character traits influence career opportunities.</p>	<p>Reading for Informational Text CC.1.5.6-8.C CC.1.2.6-8.F CC.1.2.6-8.G CC.1.2.6-8.J,K</p> <p>Writing CC.1.4.6-8.D,F CC.1.4.6-8.L CC.1.4.6-8.U,V,W</p> <p>Speaking and Listening CC.1.5.6-8.A,B,C CC.1.2.6-8.G</p>



# JA Company Program Pop Up

Session Descriptions	Academic Standards	Career Education and Work Standards	PA Core ELA
<p><b>Session Two: Doing the Research</b></p> <p>This meeting focuses on the main goal for the pop-up business: making a profit. Students will examine the factors of the profit equation and learn about what they need to consider when determining a pricing strategy for achieving their goal. They also will define their target audience and explore the importance of market research for ensuring that their product meets customers' needs. They will prepare market research surveys and conduct independent market research that they will analyze in Meeting Three.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify the elements of the profit equation and understand how to calculate profit.</li> <li>Explain what a target audience is.</li> <li>Recognize the importance of the customers' wants and needs related to the business's goals.</li> <li>Identify appropriate market research techniques to use when collecting information.</li> </ul>	<p><b>Social Studies</b></p> <p>6.1.6.B Compare ways that people meet their needs with how they meet their wants.</p>	<p>13.3.8 D. Analyze budgets and pay statements, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>Charitable contributions</li> <li>Expenses</li> <li>Gross pay</li> <li>Net pay</li> <li>Other income</li> <li>Savings</li> <li>Taxes</li> </ul>	<p>Reading for Informational Text CC.1.5.6-8.C CC.1.2.6-8.F CC.1.2.6-8.G CC.1.2.6-8.J,K</p> <p>Writing CC.1.4.6-8.D,F CC.1.4.6-8.L CC.1.4.6-8.U,V,W</p> <p>Speaking and Listening CC.1.5.6-8.A,B,C CC.1.2.6-8.G</p>

# JA Company Program Pop Up

Session Descriptions	Academic Standards	Career Education and Work Standards	PA Core ELA
<p><b>Session Three: Defining the Pop-Up Structure</b></p> <p>During this meeting, students review the market research data they have compiled and look for patterns to inform their decision making as they plan their pop-up business. Then, students explore the different roles and responsibilities of the pop-up company and evaluate their own personal skills and interests to determine what role they will assume during their pop-up experience.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Analyze market research data to make planning decisions about the pop-up business to maximize sales.</li> <li>Describe the different roles and responsibilities necessary to organize and run a pop-up business.</li> <li>Reflect on personal strengths and weaknesses to determine a personal role on the pop-up team.</li> <li>Draft a timeline of tasks and associated due dates needed to meet the company's goals.</li> </ul>	<p><b>Consumer Science</b></p> <p>11.2.6.B Deduce the importance of time management skills.</p> <p>11.2.6.C Classify the components of effective teamwork and leadership.</p> <p><b>Social Studies</b></p> <p>6.2.6.E Explain the causes and effects of expansion and contraction of businesses.</p>	<p>13.3.8 A. Determine attitudes and work habits that support career retention and advancement.</p> <p>13.3.8 B. Analyze the role of each participant's contribution in a team setting.</p> <p>13.3.8 E. Identify and apply time management strategies as they relate to both personal and work situations.</p> <p>13.4.8 C. Identify and describe the basic components of a business plan, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>Business idea</li> <li>Competitive analysis</li> <li>Daily operations</li> <li>Finances/budget</li> <li>Marketing</li> <li>Productive resources (human, capital, natural)</li> <li>Sales forecasting</li> </ul>	<p>Reading for Informational Text CC.1.5.6-8.A,C CC.1.2.6-8.J,K</p> <p>Writing CC.1.4.6-8.D,F CC.1.4.6-8.L CC.1.4.6-8.U,V,W</p> <p>Speaking and Listening CC.1.5.6-8.A,B,C CC.1.2.6-8.G</p>

# JA Company Program Pop Up

Session Descriptions	Academic Standards	Career Education and Work Standards	PA Core ELA
<p><b>Session Four: The Ps of Pop-Up</b></p> <p>This meeting introduces students to the Four Ps of marketing (Product, Price, Place, and Promotion), which act as the framework for their pop-up business planning tasks. Students explore which factors to consider when making the important decision of where to locate the pop-up business, and they learn about merchandising, product display, and store layout as important elements of marketing strategy to maximize sales.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• Explain the importance of the four Ps of the marketing mix related to a pop-up business.</li> <li>• Identify the location for the pop-up business to include dates and hours of operation for the Place "P" detail of the marketing mix.</li> <li>• Design an optimal layout for a pop-up business that will maximize sales.</li> </ul>	<p><b>Consumer Science</b></p> <p>11.2.6.D Identify the concepts and principles used in planning space for activities.</p> <p><b>Social Studies</b></p> <p>6.1.6.D Identify incentives that affect personal choices.</p> <p>6.2.6.D Describe how prices influence both buyers and sellers and explain why prices may vary for similar products.</p>	<p>13.4.8 C. Identify and describe the basic components of a business plan, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Business idea</li> <li>• Competitive analysis</li> <li>• Daily operations</li> <li>• Finances/budget</li> <li>• Marketing</li> <li>• Productive resources (human, capital, natural)</li> <li>• Sales forecasting</li> </ul>	<p>Reading for Informational Text CC.1.5.6-8.A,C CC.1.2.6-8.J,K</p> <p>Writing CC.1.4.6-8.D,F</p> <p>Speaking and Listening CC.1.5.6-8.A,B,C CC.1.2.6-8.G</p>
<p><b>Session Five: Creating the Buzz</b></p> <p>This meeting focuses on selecting a price for the product or service, as well as promotional strategies for attracting attention to the pop-up store. Students will determine their expenses and the revenue necessary to break even so that they can set a price for their product that will achieve their profit goal. Additionally, they will determine how to promote their business and will work on tasks for advertising.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• Formulate the appropriate price for their product to achieve the pop-up store's monetary goal.</li> <li>• Design promotional strategies and materials to attract interest in the pop-up business.</li> </ul>	<p><b>Consumer Science</b></p> <p>11.2.6.A Contrast the solutions reached through the use of a simple decision-making process that includes analyzing consequences of alternative solutions against snap decision-making methods.</p> <p><b>Social Studies</b></p> <p>6.2.8.C Explain how advertising influences economic decisions.</p>	<p>13.4.8 C. Identify and describe the basic components of a business plan, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Business idea</li> <li>• Competitive analysis</li> <li>• Daily operations</li> <li>• Finances/budget</li> <li>• Marketing</li> <li>• Productive resources (human, capital, natural)</li> <li>• Sales forecasting</li> </ul>	<p>Reading for Informational Text CC.1.5.6-8.A,C CC.1.2.6-8.J,K</p> <p>Writing CC.1.4.6-8.D,F CC.1.4.6-8.L CC.1.4.6-8.U,V,W</p> <p>Speaking and Listening CC.1.5.6-8.A,B,C CC.1.2.6-8.G</p>

# JA Company Program Pop Up

Session Descriptions	Academic Standards	Career Education and Work Standards	PA Core ELA
<p><b>Session Six: Open for Business!</b></p> <p>In this meeting, students explore essential customer service and sales skills to use while their pop-up store is operating. Additionally, they review and finalize all logistics necessary to launch and open the store.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• Select appropriate sales strategies to use while interacting with customers during pop-up store sales.</li> <li>• Practice excellent retail customer care skills to maximize the pop-up store's sales potential to reach its business goals.</li> <li>• Resolve final logistics before launching the pop-up business, including transaction types, starting cash, inventory tracking, and staffing schedule.</li> </ul>	<p><b>Social Studies</b></p> <p>6.1.6.D Identify incentives that affect personal choices.</p> <p>6.2.6.D Describe how prices influence both buyers and sellers and explain why prices may vary for similar products.</p>	<p>13.3.8 A. Determine attitudes and work habits that support career retention and advancement.</p> <p>13.3.8 B. Analyze the role of each participant's contribution in a team setting.</p> <p>13.4.8 C. Identify and describe the basic components of a business plan, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Business idea</li> <li>• Competitive analysis</li> <li>• Daily operations</li> <li>• Finances/budget</li> <li>• Marketing</li> <li>• Productive resources (human, capital, natural)</li> <li>• Sales forecasting</li> </ul>	<p>Reading for Informational Text CC.1.5.6-8.A,C CC.1.2.6-8.J,K</p> <p>Writing CC.1.4.6-8.D,F</p> <p>Speaking and Listening CC.1.5.6-8.A,B,C CC.1.2.6-8.G</p>
<p><b>Session Seven: Pop-Up Wrap-Up</b></p> <p>This meeting guides students through the final tasks necessary to close the popup business, reconcile the finances, and determine the business's final profit. Students will use the final metrics and the intangible lessons they learned to discuss best practices for future businesses and to assess whether they achieved their business and personal goals. Finally, students deliver the pop-up store's proceeds to their charitable recipient and celebrate their accomplishments.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• Complete the tasks to calculate final sales and profit and close out the business.</li> <li>• Analyze final sales information and compare it to the pop-up business's initial profit goal.</li> <li>• Assess company and personal goals to determine successes and areas for improvement.</li> </ul>	<p><b>Social Studies</b></p> <p>6.5.6.F Explain the role of the entrepreneur in Pennsylvania.</p> <p>6.5.8.F Explain the role of entrepreneurship across the nation.</p>	<p>13.3.8 E. Identify and apply time management strategies as they relate to both personal and work situations.</p> <p>13.3.8 G. Identify formal and informal lifelong learning opportunities that support career retention and advancement.</p>	<p>Reading for Informational Text CC.1.5.6-8.A,C CC.1.2.6-8.J,K</p> <p>Writing CC.1.4.6-8.D,F</p> <p>Speaking and Listening CC.1.5.6-8.A,B,C CC.1.2.6-8.G</p>