

# JA Company Program – Blended

| Session Details   | HI Performance Standards  | Common Core ELA  | Literacy in History Social Studies   |
|---|---|--|--|
| <p><b>Meeting One: Start a Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Identify what they will be doing in JA Company Program.</li> <li>▪ Share important information about prior knowledge, beliefs, and attitudes.</li> <li>▪ Build relationships with others in their group.</li> <li>▪ Determine entrepreneurial traits and choose a business team.</li> <li>▪ Explore potential ways to fund their venture.</li> </ul> | <p>CTE.9-12.2.2 Evaluate potential career choices in relation to personal interests, strengths, and values.</p> <p>SS.9PD.8.2 Explain how people, individually and collectively, participate in the U.S. economy.</p>   | <p><b>Grades 9-10</b><br/>           RI.9-10.1-2<br/>           RI.9-10.4<br/>           W.9-10.6<br/>           SL.9-10.1-2<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.6<br/>           SL.11-12.1-2,<br/>           SL.11-12.4<br/>           L.11-12.1-2<br/>           L.11-12.6</p>  |  |
| <p><b>Meeting Two: Fill a Need</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Collaborate as a group to decide on the product or service that the Company will sell.</li> <li>▪ Narrow the list of potential business ideas by answering critical questions about each one.</li> </ul>  | <p>CTE.9-12.2.5 Analyze the demographic, geographic, and technological trends that affect work opportunities.</p>   | <p><b>Grades 9-10</b><br/>           RI.9-10.1<br/>           RI.9-10.4<br/>           W.9-10.4<br/>           W.9-10.6-7<br/>           SL.9-10.1-2<br/>           SL.9-10.4-5<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.6<br/>           SL.11-12.1-2,<br/>           SL.11-12.4<br/>           L.11-12.1-2<br/>           L.11-12.6</p> | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.4<br/>           RH.6</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.4<br/>           RH.6</p> |
| <p><b>Meeting Three: Vet the Venture</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Conduct research on top business ideas.</li> <li>▪ Decide which product or service idea to move forward with.</li> <li>▪ Submit the product idea for approval.</li> </ul>   | <p>No state Entrepreneurship standards. Please refer to the National Content Standards for Entrepreneurship Education on the JA website at: <a href="https://www.juniorachievement.org/web/ja-usa/high-school-state-standards">https://www.juniorachievement.org/web/ja-usa/high-school-state-standards</a></p> | <p><b>Grades 9-10</b><br/>           RI.9-10.1<br/>           W.9-10.4<br/>           W.9-10.6-7<br/>           SL.9-10.1-3<br/>           L.9-10.1-2</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.4<br/>           W.11-12.6-7<br/>           SL.11-12.1-2<br/>           L.11-12.1-2<br/>           L.11-12.6</p>   | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.4</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.4</p>   |

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| <p><b>Meeting Four: Create a Structure</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Form and select Business Teams.</li> <li>▪ Collaborate in Business Teams to determine leadership, conduct research, and assign tasks in order to launch the business.</li> <li>▪ Work individually or with other Company members to conduct research and complete tasks in order to launch the business.</li> </ul> | <p>Refer to National Standards</p>  | <p><b>Grades 9-10</b><br/>           RI.9-10.1-2<br/>           W.9-10.2,4<br/>           W.9-10.6-7<br/>           SL.9-10.1-3<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.4<br/>           W.11-12.6-7<br/>           SL.11-12.1-2<br/>           L.11-12.1-2<br/>           L.11-12.6</p>                              | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2.<br/>           whST.4<br/>           whST.5<br/>           whST.6</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2.<br/>           whST.4<br/>           whST.5<br/>           whST.6</p> |
| <p><b>Meeting Five: Launch the Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Engage in business communication and implementation.</li> <li>▪ Research business processes, and integrate information across all teams.</li> <li>▪ Apply the concept of accountability to practices in the Company.</li> <li>▪ Complete a business plan.</li> </ul>   | <p>Refer to National Standards</p>  | <p><b>Grades 9-10</b><br/>           RI.9-10.1<br/>           W.9-10.2<br/>           W.9-10.4-7<br/>           SL.9-10.1-6<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.2-7<br/>           SL.11-12.1-2<br/>           L.11-12.1-2<br/>           L.11-12.6</p>   | <p><b>Grades 9-10</b><br/>           RH.1<br/>           whST.2<br/>           whST.6</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           whST.2<br/>           whST.6</p>   |
| <p><b>Meeting Six through Eleven: Run the Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Practice business communication and implementation.</li> <li>▪ Practice task prioritization.</li> <li>▪ Practice follow-through.</li> <li>▪ Submit important information.</li> <li>▪ Practice problem solving</li> </ul>  | <p>CTE.9-12.2.3 Apply appropriate and safe behaviors and practices in the school, community, and workplace.</p> | <p><b>Grades 9-10</b><br/>           RI.9-10.1<br/>           W.9-10.4-7<br/>           SL.9-10.1-2<br/>           SL.9-10.4-6<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.2,4<br/>           W.11-12.5-6<br/>           SL.11-12.1-2<br/>           SL.11-12.1-2<br/>           L.11-12.1-2<br/>           L.11-12.6</p> | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.9</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.9</p>   |

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| <p><b>Topic: Capitalization</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explore sources of capital.</li> <li>▪ Consider which sources of capital might be used for the Company.</li> <li>▪ Learn pitch ideas for building capital or obtaining funding.</li> <li>▪ Present a pitch.</li> </ul> | Refer to National Standards | <p><b>Grades 9-10</b><br/>           RI.9-10.1-2<br/>           RI.9-10.4<br/>           W.9-10.2<br/>           W.9-10.4-7<br/>           SL.9-10.1-6<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.2<br/>           W.11-12.4-7<br/>           SL.11-12.1-2<br/>           SL.11-12.4-5<br/>           L.11-12.1-2<br/>           L.11-12.6</p> | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2<br/>           whST.4-9</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2<br/>           whST.4-9</p>   |
| <p><b>Topic: Finance</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Examine the most important financial elements of a startup.</li> <li>▪ Practicing using the Business Finance Tool.</li> </ul>   | Refer to National Standards | <p><b>Grades 9-10</b><br/>           RI.9-10.1-2<br/>           RI.9-10.4<br/>           W.9-10.2<br/>           W.9-10.4-7<br/>           SL.9-10.1-6<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.2<br/>           W.11-12.4-7<br/>           SL.11-12.1-2<br/>           SL.11-12.4-5<br/>           L.11-12.1-2<br/>           L.11-12.6</p> | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2<br/>           whST.4-6<br/>           whST.7-9</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2<br/>           whST.4-6<br/>           whST.7-9</p> |

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| <p><b>Topic: Management and Leadership</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Research how leaders make decisions.</li> <li>▪ Investigate how leaders influence a company, beyond giving direction.</li> <li>▪ Provide evidence of a leader’s specific leadership style.</li> <li>▪ Develop a TED-style talk on leadership.</li> </ul> | Refer to National Standards | <p><b>Grades 9-10</b><br/>           RI.9-10.1-2<br/>           RI.9-10.4,8<br/>           SL.9-10.1-4<br/>           L.9-10.1-2</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           SL.11-12.1-2<br/>           L.11-12.1-2<br/>           L.11-12.6</p>  | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           RH.8</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           RH.8</p> |
| <p><b>Topic: Marketing</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Learn about the 4 P’s of marketing— Product, Place, Price, and Promotion—and how they are related.</li> <li>▪ Explore marketing through a virtual job shadow and answer key questions that relate to the 4 P’s.</li> </ul>   | Refer to National Standards | <p><b>Grades 9-10</b><br/>           RI.9-10.1,4<br/>           SL.9-10.1<br/>           L.9-10.1<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           W.11-12.6-7<br/>           SL.11-12.1-2<br/>           SL.11-12.4-5<br/>           L.11-12.1-2<br/>           L.11-12.6</p>                    | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.3<br/>           RH.4<br/>           RH.9</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.3<br/>           RH.4<br/>           RH.9</p> |
| <p><b>Topic: Sales</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Understand tips for sales success.</li> <li>▪ Create a video blog entry about a product or service to practice these tips.</li> </ul>  | Refer to National Standards | <p><b>Grades 9-10</b><br/>           RI.9-10.1<br/>           RI.9-10.4<br/>           W.9-10.4-5<br/>           SL.9-10.1<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           W.11-12.4<br/>           SL.11-12.1<br/>           L.11-12.1-2<br/>           L.11-12.6</p> | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.4<br/>           rhST.4-6</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.4<br/>           rhST.4-6</p>                                 |

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| <p><b>Topic: Supply Chain</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explore the interconnected links in a supply chain.</li> <li>▪ Define standards for communicating about production.</li> <li>▪ Apply the concept of quality control to practices in the Company.</li> </ul> | Refer to National Standards  | <p><b>Grades 9-10</b><br/>           RI.9-10.1<br/>           RI.9-10.4<br/>           W.9-10.4-5<br/>           SL.9-10.1<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           W.11-12.4<br/>           SL.11-12.1<br/>           L.11-12.1-2<br/>           L.11-12.6</p>  | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.4<br/>           rhST.4-6</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.4<br/>           rhST.4-6</p>   |
| <p><b>Meeting Twelve: Liquidate the Company</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explain and follow the liquidation process.</li> <li>▪ Complete business closing and liquidation tasks, including recordkeeping.</li> <li>▪ Create an annual report.</li> </ul>           | Refer to National Standards  | <p><b>Grades 9-10</b><br/>           RI.9-10.1<br/>           RI.9-10.4<br/>           W.9-10.2<br/>           W.9-10.4<br/>           SL.9-10.1-4<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.2,4<br/>           SL.11-12.1<br/>           SL.11-12.4-5<br/>           L.11-12.1-2<br/>           L.11-12.6</p>                                | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2-4</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2-4</p> |
| <p><b>Meeting Thirteen: Create a Personal Action Plan</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Understand the importance of networking.</li> <li>▪ Complete a personal action plan.</li> <li>▪ Explore potential career options.</li> </ul>                                    | CTE.9-12.2.4 Assess career portfolio that documents evidence of progress toward the attainment of personal, educational, and career goals. | <p><b>Grades 9-10</b><br/>           RI.9-10.1<br/>           RI.9-10.4<br/>           W.9-10.2<br/>           W.9-10.4-7<br/>           SL.9-10.1-3<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.2,4<br/>           W.11-12.4-7<br/>           SL.11-12.1-2<br/>           SL.11-12.4-5<br/>           L.11-12.1-2<br/>           L.11-12.6</p> | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2-6</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2-6</p> |