

JA Company Program – Blended

Session Details	ND Content Standards	Common Core ELA	Literacy in History Social Studies
<p>Meeting One: Start a Business</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Identify what they will be doing in JA Company Program. ▪ Share important information about prior knowledge, beliefs, and attitudes. ▪ Build relationships with others in their group. ▪ Determine entrepreneurial traits and choose a business team. ▪ Explore potential ways to fund their venture. 	<p>Career Development A:B1.1 Demonstrate the motivation to achieve individual potential. 1 A:A1.2 Learn and apply critical-thinking skills. A:C1.1 Demonstrate the ability to balance school, studies, extracurricular activities, leisure time and family life. A:C1.2 Seek co-curricular and community experiences to enhance the school experience. A:C1.3 Understand the relationship between learning and work. C:A1.2 Learn about the variety of traditional and nontraditional occupations C:A1.3 Develop an awareness of personal abilities, skills, interests and motivations. PS:A1.9 Demonstrate cooperative behavior in groups. PS:A1.10 Identify personal strengths and assets.</p> <p>14111 Entrepreneurship Entrepreneurs and Entrepreneurial Opportunities</p> <ul style="list-style-type: none"> ▪ Explain the terms entrepreneur and entrepreneurship. ▪ Describe the differences between being an entrepreneur and an employee. ▪ Identify the reasons an individual would want to be an entrepreneur. 	<p>Grades 9-10 RI.9-10.1-2 RI.9-10.4 W.9-10.6 SL.9-10.1-2 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.6 SL.11-12.1-2, SL.11-12.4 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.4 RH.6</p> <p>Grades 11-12 RH.1 RH.4 RH.6</p>
<p>Meeting Two: Fill a Need</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Collaborate as a group to decide on the product or service that the Company will sell. ▪ Narrow the list of potential business ideas by answering critical questions about each one. 	<p>Career Development A:A1.4 Seek information and support from faculty, staff, family and peers. A:A1.5 Organize and apply academic information from a variety of sources. C:A1.4 Learn how to interact and work cooperatively in teams. C:A1.5 Learn to make decisions. C:A1.6 Learn how to set goals. C:A1.7 Understand the importance of planning.</p> <p>14111 Entrepreneurship Entrepreneurs and Entrepreneurial Opportunities</p> <ul style="list-style-type: none"> ▪ Explain the importance of entrepreneurship as a choice in a market economy. ▪ Identify the characteristics of a successful entrepreneur. ▪ Describe opportunities/problems that led to the development of successful entrepreneurial endeavors. ▪ Identify an innovative opportunity and investigate the steps in establishing a business oriented toward that opportunity. 	<p>Grades 9-10 RI.9-10.1 RI.9-10.4 W.9-10.4 W.9-10.6-7 SL.9-10.1-2 SL.9-10.4-5 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.6 SL.11-12.1-2, SL.11-12.4 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.4 RH.6</p> <p>Grades 11-12 RH.1 RH.4 RH.6</p>

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<p>Meeting Three: Vet the Venture</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Conduct research on top business ideas. ▪ Decide which product or service idea to move forward with. ▪ Submit the product idea for approval. 	<p>Career Development 9–12.3.2 Explain the role of money and the role of financial institutions in a market economy. PS:B1.1 Use a decision-making and problem-solving model. PS:B1.2 Understand consequences of decisions and choices. PS:B1.3 Identify alternative solutions to a problem. PS:B1.5 Demonstrate when, where and how to seek help for solving problems and making decisions. PS:B1.6 Know how to apply conflict resolution skills. PS:B1.7 Demonstrate a respect and appreciation for individual and cultural differences.</p> <p>14111 Entrepreneurship Entrepreneurs and Entrepreneurial Opportunities</p> <ul style="list-style-type: none"> • Analyze potential business opportunities in relation to personal preferences, financial worthiness, and perceived risk. 	<p>Grades 9-10 RI.9-10.1 W.9-10.4 W.9-10.6-7 SL.9-10.1-3 L.9-10.1-2</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.4 W.11-12.6-7 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.4</p> <p>Grades 11-12 RH.1 RH.4</p>
<p>Meeting Four: Create a Structure</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Form and select Business Teams. ▪ Collaborate in Business Teams to determine leadership, conduct research, and assign tasks in order to launch the business. ▪ Work individually or with other Company members to conduct research and complete tasks in order to launch the business. 	<p>Career Development A:A1.1 Articulate feelings of competence and confidence as learners. A:A1.2 Display a positive interest in learning. A:A1.3 Take pride in work and achievement. PS:A2.1 Recognize that everyone has rights and responsibilities. PS:A2.2 Respect alternative points of view. PS:A2.3 Recognize, accept, respect and appreciate individual differences. PS:A2.4 Recognize, accept, respect and appreciate ethnic and cultural diversity. PS:A2.6 Use effective communications skills. PS:A2.7 Know that communication involves speaking, listening and nonverbal behavior. PS:B1.11 Use persistence and perseverance in acquiring knowledge and skills. PS:B1.12 Develop an action plan to set and achieve realistic goals.</p> <p>14111 Entrepreneurship Management</p> <ul style="list-style-type: none"> ▪ Create a mission statement for an entrepreneurial venture ▪ Analyze the characteristics of successful entrepreneurs. ▪ Create an organizational structure for an entrepreneurial venture. 	<p>Grades 9-10 RI.9-10.1-2 W.9-10.2,4 W.9-10.6-7 SL.9-10.1-3 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.4 W.11-12.6-7 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.2 RH.4 whST.2. whST.4 whST.5 whST.6</p> <p>Grades 11-12 RH.1 RH.2 RH.4 whST.2. whST.4 whST.5 whST.6</p>

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<p>Meeting Five: Launch the Business</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Engage in business communication and implementation. ▪ Research business processes, and integrate information across all teams. ▪ Apply the concept of accountability to practices in the Company. ▪ Complete a business plan. 	<p>Career Development A:A2.1 Apply time-management and task-management skills. A:A2.2 Demonstrate how effort and persistence positively affect learning. A:A2.3 Use communication skills to know when and how to ask for help when needed.</p> <p>Social Studies 9–12.3.1 Analyze basic micro and macro economic concepts. 9–12.3.2 Explain the role of money and the role of financial institutions in a market economy.</p> <p>14111 Entrepreneurship Business Plans</p> <ul style="list-style-type: none"> • Describe the importance of planning • Identify the major components of a business plan. • Identify the information to be included in each component of a business plan. • Develop a business plan for an entrepreneurial venture. <p>Communications skills</p> <ul style="list-style-type: none"> • Use proper techniques to deliver professional business presentations. 	<p>Grades 9-10 RI.9-10.1 ▪ W.9-10.2 W.9-10.4-7 SL.9-10.1-6 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2-7 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 whST.2 whST.6</p> <p>Grades 11-12 RH.1 whST.2 whST.6</p>
<p>Meeting Six through Eleven: Run the Business</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Practice business communication and implementation. ▪ Practice task prioritization. ▪ Practice follow-through. ▪ Submit important information. ▪ Practice problem solving 	<p>Career Development A:A3.1 Take responsibility for their actions. A:A3.2 Demonstrate the ability to work independently, as well as the ability to work cooperatively with other students. A:A3.3 Develop a broad range of interests and abilities. A:A3.4 Demonstrate dependability, productivity and initiative. A:A3.5 Share knowledge. C:A2.1 Acquire employability skills such as working on a team, problem-solving and organizational skills. C:A2.5 Learn to respect individual uniqueness in the workplace.</p> <p>14111 Entrepreneurship Communication skills</p> <ul style="list-style-type: none"> • Demonstrate appropriate telephone and e-mail etiquette. • Plan, organize, and conduct meetings to achieve identified purposes. • Select language appropriate to the context • Exchange ideas in informal and formal settings. • Deliver impromptu information effectively. 	<p>Grades 9-10 RI.9-10.1 W.9-10.4-7 SL.9-10.1-2 SL.9-10.4-6 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2,4 W.11-12.5-6 SL.11-12.1-2 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.2 RH.9</p> <p>Grades 11-12 RH.1 RH.2 RH.9</p>

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<p>Topic: Capitalization</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Explore sources of capital. ▪ Consider which sources of capital might be used for the Company. ▪ Learn pitch ideas for building capital or obtaining funding. ▪ Present a pitch. 	<p>14111 Entrepreneurship Finance</p> <ul style="list-style-type: none"> • Identify the resources needed to produce a specific product. • Determine the costs of resources to produce a specific product. • Determine the resources needed to start a business venture. • Project the total cash needed to start a business. • Identify the major options of funding for a business. • Discuss potential sources of funding. 	<p>Grades 9-10 RI.9-10.1-2 RI.9-10.4 W.9-10.2 W.9-10.4-7 SL.9-10.1-6 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2 W.11-12.4-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.2 RH.4 whST.2 whST.4-9</p> <p>Grades 11-12 RH.1 RH.2 RH.4 whST.2 whST.4-9</p>
<p>Topic: Finance</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Examine the most important financial elements of a startup. ▪ Practicing using the Business Finance Tool. 	<p>14111 Entrepreneurship Accounting</p> <ul style="list-style-type: none"> • Describe the purpose of financial statements. • Identify the reasons for keeping business records. • Examine software, methods, and systems available for maintaining business records. • Identify types of financial records and the type of data in each. • Use sales and budget forecasts in business planning. • Use appropriate technology tools for business applications. 	<p>Grades 9-10 RI.9-10.1-2 RI.9-10.4 W.9-10.2 W.9-10.4-7 SL.9-10.1-6 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2 W.11-12.4-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.2 RH.4 whST.2 whST.4-6 whST.7-9</p> <p>Grades 11-12 RH.1 RH.2 RH.4 whST.2 whST.4-6 whST.7-9</p>

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<p>Topic: Management and Leadership</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Research how leaders make decisions. ▪ Investigate how leaders influence a company, beyond giving direction. ▪ Provide evidence of a leader’s specific leadership style. ▪ Develop a TED-style talk on leadership. 	<p>Career Development</p> <p>C:A2.7 Develop a positive attitude toward work and learning.</p> <p>C:A2.8 Understand the importance of responsibility, dependability, punctuality, integrity and effort in the workplace.</p> <p>C:A2.9 Utilize time-and task-management skills.</p> <p>C:B2.3 Use employability and job readiness skills in internship, mentoring, shadowing and/or other work experience.</p>	<p>Grades 9-10</p> <p>RI.9-10.1-2 RI.9-10.4,8 SL.9-10.1-4 L.9-10.1-2</p> <p>Grades 11-12</p> <p>RI.11-12.1 RI.11-12.4 SL.11-12.1-2 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 RH.2 RH.4 RH.8</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 RH.8</p>
<p>Topic: Marketing</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Learn about the 4 P’s of marketing— Product, Place, Price, and Promotion—and how they are related. ▪ Explore marketing through a virtual job shadow and answer key questions that relate to the 4 P’s. 	<p>14111 Entrepreneurship Marketing</p> <ul style="list-style-type: none"> • Discuss how the competition of buyers and sellers determines relative prices for products in markets. • Discuss the concept of market share. • Identify target markets for potential new businesses. • Identify elements of marketing. 	<p>Grades 9-10</p> <p>RI.9-10.1,4 SL.9-10.1 L.9-10.1 L.9-10.4</p> <p>Grades 11-12</p> <p>RI.11-12.1 W.11-12.6-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 RH.3 RH.4 RH.9</p> <p>Grades 11-12</p> <p>RH.1 RH.3 RH.4 RH.9</p>
<p>Topic: Sales</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Understand tips for sales success. ▪ Create a video blog entry about a product or service to practice these tips. 	<p>14111 Entrepreneurship Marketing</p> <ul style="list-style-type: none"> • Identify ways to respond to customer concerns and why it is important. • Describe techniques for obtaining customer feedback. • Discuss how networking can help maintain/increase market share. 	<p>Grades 9-10</p> <p>RI.9-10.1 RI.9-10.4 W.9-10.4-5 SL.9-10.1 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12</p> <p>RI.11-12.1 W.11-12.4 SL.11-12.1 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10</p> <p>RH.1 RH.4 rhST.4-6</p> <p>Grades 11-12</p> <p>RH.1 RH.4 rhST.4-6</p>

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<p>Topic: Supply Chain</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Explore the interconnected links in a supply chain. ▪ Define standards for communicating about production. ▪ Apply the concept of quality control to practices in the Company. 	<p>14111 Entrepreneurship Accounting</p> <ul style="list-style-type: none"> • Identify methods of inventory control. 	<p>Grades 9-10 RI.9-10.1 RI.9-10.4 W.9-10.4-5 SL.9-10.1 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 W.11-12.4 SL.11-12.1 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.4 rhST.4-6</p> <p>Grades 11-12 RH.1 RH.4 rhST.4-6</p>
<p>Meeting Twelve: Liquidate the Company</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Explain and follow the liquidation process. ▪ Complete business closing and liquidation tasks, including recordkeeping. ▪ Create an annual report. 	<p>Career Development</p> <p>C:C2.1 Demonstrate how interests, abilities and achievement relate to achieving personal, social, educational and career goals.</p> <p>C:C2.2 Learn how to use conflict management skills with peers and adults.</p> <p>C:C2.3 Learn to work cooperatively with others as a team member.</p> <p>C:C2.4 Apply academic and employment readiness skills in work-based learning situations such as internships, shadowing and/or mentoring experiences.</p>	<p>Grades 9-10 RI.9-10.1 RI.9-10.4 W.9-10.2 W.9-10.4 SL.9-10.1-4 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2,4 SL.11-12.1 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.2 RH.4 whST.2-4</p> <p>Grades 11-12 RH.1 RH.2 RH.4 whST.2-4</p>
<p>Meeting Thirteen: Create a Personal Action Plan</p> <p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Understand the importance of networking. ▪ Complete a personal action plan. ▪ Explore potential career options. 	<p>Career Development</p> <p>A:B2.1 Establish challenging academic goals in elementary, middle/junior high and high school.</p> <p>A:B2.2 Use assessment results in educational planning.</p> <p>A:B2.4 Apply knowledge of aptitudes and interests to goal setting.</p> <p>A:B2.5 Use problem-solving and decision-making skills to assess progress toward educational goals.</p> <p>C:B2.1 Demonstrate awareness of the education and training needed to achieve career goals.</p> <p>C:B2.2 Assess and modify their educational plan to support career.</p> <p>PS:A1.3 Learn the goal-setting process.</p>	<p>Grades 9-10 RI.9-10.1 RI.9-10.4 W.9-10.2 W.9-10.4-7 SL.9-10.1-3 L.9-10.1-2 L.9-10.4</p> <p>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2,4 W.11-12.4-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</p>	<p>Grades 9-10 RH.1 RH.2 RH.4 whST.2-6</p> <p>Grades 11-12 RH.1 RH.2 RH.4 whST.2-6</p>