

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



Updated October 2025

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

[Family and Consumer Science](#)

[Personal Finance Framework](#)

[Economics](#)

Pennsylvania Standards for [ELA](#) and [Math](#)

Junior Achievement USA

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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, the standards for Family and Consumer Sciences, Career Education and Work, the 2024 Personal Finance Standards, and 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® 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 It's My Business!® Blended Model](#) provides middle school students an opportunity to experience the initial steps necessary to start a business. New program content provides an authentic entrepreneurial experience for students, with each session building up to a product-pitch competition

[JA It's My Future® Blended Model](#) offers middle school students' practical information to help prepare them for the working world. Students develop the personal-branding and job-hunting skills needed to earn a job.

[JA Inspire® Entry](#) 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. (Grades 6-8)

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

[JA Career Speakers Series®](#) In JA Career Speakers Series, a volunteer guest speaker visits the classroom and shares information about his or her career, work, and education experience. (Grades K-12)

[JA Excellence through Ethics®](#) Through JA Excellence through Ethics, students will learn the importance of ethics and ethical decision-making and how ethical and unethical choices affect everyone in a community. (Grades 6-12)

[JA It's My Job® \(Soft Skills\)](#) will help students understand the value of professional communication and soft skills, making them more employable to future employers across multiple career clusters. (Grades 6-12)

[JA Company Program® 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

JA Economics for Success Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>My Career Exploration</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>Students will:</p> <ul style="list-style-type: none"> Recognize the career clusters and their related careers. Apply values, skills, and interests to the career clusters. 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p>	<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>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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text CC.1.2.6-8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.6-8.A, C, E, G</p>
<p>Getting to Know Me</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>Students will:</p> <ul style="list-style-type: none"> Apply self-knowledge to identify personal values, skills, and interests; set priorities; and make decisions. Discuss the importance of a personal brand statement. Recognize that self-knowledge is needed to work effectively with others. 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p>	<p>13.1.8.B Relate careers to personal interests, abilities, and aptitudes.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text CC.1.2.6-8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.6-8.A, C, E, G</p>
<p>My Career Goals</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>Students will:</p> <ul style="list-style-type: none"> Recognize the connections between your choices and your education, personal finances, and career paths. Create short- and long-term goals. Identify character traits that can help you overcome 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p>	<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>13.1.8.G Create an individualized career plan including, such as, but not limited to: Assessment and continued development of career portfolio; Career goals; Cluster/pathway opportunities; Individual interests and abilities; Training/education requirements and financing.</p> <p>11.2.6.A Contrast the solutions reached through the use of a</p>	<p>Reading Informational Text CC.1.2.6-8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.6-8.A, C, E, G</p>

JA Economics for Success

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	<p>17.2.6-8.G Compare various forms of self-employment.</p> <p>6.1.6-8.F Explain how the additional cost and additional benefit of a choice affects decision-making (marginal analysis).</p> <p>6.2.6-8.F Define wages and explain how wages are determined by the supply of and demand for workers.</p>	<p>simple decision-making process that includes analyzing consequences of alternative solutions against snap decision-making methods.</p> <p>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	
<p>My Transferable Skills</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>Students will:</p> <ul style="list-style-type: none"> Recognize appropriate skills for the workplace. Identify transferable skills and their importance. Recognize the importance of having digital skills and using professional digital tools and programs. 	<p>6.2.6-8.G Describe how productivity is measured and identify ways in which a person can improve his or her productivity.</p>	<p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text CC.1.2.6-8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.6-8.A, C, E, G</p>
<p>My Income and Expenses</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>Students will:</p> <ul style="list-style-type: none"> Recognize that workers should not expect to keep all the money they earn. Recognize problem solving as a challenge and not an obstacle. Explore career-based solutions for income planning. Reflect on the personal impact of saving money. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>17.1.6-8.C Analyze how people differ in their attitudes toward money.</p> <p>17.3.6-8.C Compare ways people organize and track their spending and income.</p> <p>17.3.6-8.D Explain the components of a personal budget (e.g., income, expenses, planned savings) and how budgeting can help people achieve their financial goals.</p> <p>6.1.6-8.F Explain how the additional cost and additional benefit of a choice affects decision-making (marginal analysis).</p> <p>6.2.6-8.F Define wages and explain how wages are determined by the supply of and demand for workers.</p>	<p>13.3.8.D Analyze budgets and pay statements, such as, but not limited to: Charitable contributions; Expenses; Gross pay; Net pay; Other income; Savings; Taxes.</p> <p>11.1.6.A Justify the decision to use or not use resources based on scarcity.</p> <p>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>Reading Informational Text CC.1.2.6-8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.6-8.A, C, E, G</p> <p>Math Practices Grade 6 CC.2.1.6.E.1</p> <p>Grade 7 CC.2.1.7.E.1</p>

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<p>Planning for My Future Income</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>Students will:</p> <ul style="list-style-type: none"> Express the financial considerations of possibly living independently and the importance of choosing work that can earn enough to pay for expenses. (WCR) Examine the true costs of goods and services. (FL) 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>17.1.6-8.C Analyze how people differ in their attitudes toward money.</p> <p>17.3.6-8.C Compare ways people organize and track their spending and income.</p> <p>17.3.6-8.D Explain the components of a personal budget (e.g., income, expenses, planned savings) and how budgeting can help people achieve their financial goals.</p> <p>6.2.6-8.A Explain the flow of goods, services, and resources in an economy.</p>	<p>13.3.8.D Analyze budgets and pay statements, such as, but not limited to: Charitable contributions; Expenses; Gross pay; Net pay; Other income; Savings; Taxes.</p> <p>11.1.6.A Justify the decision to use or not use resources based on scarcity.</p> <p>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>Reading Informational Text CC.1.2.6-8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.6-8.A, C, E, G</p>
<p>Managing My Money</p> <p>Students recognize the importance of managing money. They learn how to keep a budget and make decisions about spending.</p> <p>Students will:</p> <ul style="list-style-type: none"> Define a budget and its importance. 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. Practice budgeting skills using income that can be earned while still in school. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>17.1.6-8.C Analyze how people differ in their attitudes toward money.</p> <p>17.3.6-8.C Compare ways people organize and track their spending and income.</p> <p>17.3.6-8.D Explain the components of a personal budget (e.g., income, expenses, planned savings) and how budgeting can help people achieve their financial goals.</p>	<p>13.3.8.D Analyze budgets and pay statements, such as, but not limited to: Charitable contributions; Expenses; Gross pay; Net pay; Other income; Savings; Taxes.</p> <p>11.1.6.A Justify the decision to use or not use resources based on scarcity.</p> <p>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>Reading Informational Text CC.1.2.6-8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.6-8.A, C, E, G</p> <p>Math Practices Grade 6 CC.2.1.6.E.1 Grade 7 CC.2.1.7.E.1</p>
<p>Paying for My Wants and Needs</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>Students will:</p> <ul style="list-style-type: none"> Describe ways to pay for everyday goods and services. Identify the differences 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>17.1.6-8.C Analyze how people differ in their attitudes toward money.</p>	<p>13.3.8.D Analyze budgets and pay statements, such as, but not limited to: Charitable contributions; Expenses; Gross pay; Net pay; Other income; Savings; Taxes.</p> <p>11.1.6.A Justify the decision to use or not use resources based on scarcity.</p> <p>11.1.6.B Know the relationship of the components of a simple spending plan and how that</p>	<p>Reading Informational Text CC.1.2.6-8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening</p>

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<p>between debit (paying now) and credit (paying in the future, plus interest).</p>	<p>17.1.6-8.D Describe behavioral biases (E.G., MENTAL ACCOUNTING, ANCHORING, CONFIRMATION BIAS) that can affect financial decisions.</p> <p>17.3.6-8.C Compare ways people organize and track their spending and income.</p> <p>17.3.6-8.D Explain the components of a personal budget (e.g., income, expenses, planned savings) and how budgeting can help people achieve their financial goals.</p> <p>17.3.6-8.G Describe the advantages and disadvantages of using various payment methods (e.g., cash, checks, gift cards, debit cards, credit cards, mobile payments).</p> <p>6.1.6-8.F Explain how the additional cost and additional benefit of a choice affects decision-making (marginal analysis).</p>	<p>relationship allows for managing income, expenses and savings.</p>	<p>CC.1.5.6-8.A, C, E, G</p> <p>Math Practices 1-7</p>
<p>My Credit and Spending</p> <p>Students prepare to use credit. They learn about healthy spending habits and the importance of building a good credit score.</p> <p>Students will:</p> <ul style="list-style-type: none"> ● Explain who looks at your credit report and why. ● Describe how financial decisions can improve a credit report. ● Identify spending habits that are financially responsible. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>17.1.6-8.C Analyze how people differ in their attitudes toward money.</p> <p>17.3.6-8.C Compare ways people organize and track their spending and income.</p> <p>17.3.6-8.G Describe the advantages and disadvantages of using various payment methods (e.g., cash, checks, gift cards, debit cards, credit cards, mobile payments).</p>	<p>13.3.8.D Analyze budgets and pay statements, such as, but not limited to: Charitable contributions; Expenses; Gross pay; Net pay; Other income; Savings; Taxes.</p> <p>11.1.6.A Justify the decision to use or not use resources based on scarcity.</p> <p>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>Reading Informational Text CC.1.2.6-.8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.8.A, C, E, G</p> <p>Math Practices 1-7</p>

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<p>My Ride on the Financial Roller Coaster Students understand risk and methods for handling it. They make decisions about scenarios involving risk.</p> <p>Students will:</p> <ul style="list-style-type: none"> Describe examples of how to use personal responsibility to address risk. Recognize that insurance is a way to transfer the risk of loss. Identify the opportunity cost in different spending decisions. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>17.1.6-8.C Analyze how people differ in their attitudes toward money.</p> <p>17.5.6-8.A Provide examples of financial risks people face</p> <p>17.5.6-8.E Defend decisions to purchase or forgo insurance, extended warranties, and service contracts.</p> <p>6.1.6-8.F Explain how the additional cost and additional benefit of a choice affects decision-making (marginal analysis).</p>	<p>13.3.8.D Analyze budgets and pay statements, such as, but not limited to: Charitable contributions; Expenses; Gross pay; Net pay; Other income; Savings; Taxes.</p> <p>11.1.6.A Justify the decision to use or not use resources based on scarcity.</p> <p>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>Reading Informational Text CC.1.2.6-.8.A, B, F, G, J,K</p> <p>Writing CC.1.4.6-8.F, H, L, R, U</p> <p>Speaking and Listening CC.1.5.8.A, C, E, G</p>

JA It's My Business!

JA It's My Business! Session Details	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session One: Entrepreneurs</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Define entrepreneurship and social entrepreneurship Describe the relationship between a business and its products and service Identify entrepreneurial characteristics and recognize them, in varying degrees, in themselves 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p> <p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>6.2.6-8.H Identify and explain the characteristics of the three types of businesses: sole proprietorship, partnership, and corporation.</p> <p>6.2.6-8.J Investigate leading entrepreneurs in Pennsylvania and the United States and describe the characteristics of successful entrepreneurship (including risks and rewards).</p>	<p>13.1.8.C Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>13.1.8.E Analyze the economic factors that impact employment opportunities, such as, but not limited to: Competition; Geographic location; Global influences; Job growth; Job openings; Labor supply; Potential advancement; Potential earnings; Salaries/benefits; Unemployment.</p> <p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text Grade 6 CC.1.2.6.A,C CC.1.2.7.A,C CC.1.2.8.A,C</p> <p>Writing CC.1.4.6.A,B,C,F CC.1.4.7.A,B,C,F CC.1.4.8.A,B,C,F</p> <p>Speaking and Listening CC.1.5.6.A,C,G CC.1.5.7.A,C,G CC.1.5.8.A,C,G</p>
<p>Session Two: Market and Need</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Define market and need Explain the importance of identifying market and need when developing new product or service ideas 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>6.1.6-8.M Explain how opportunity costs influence where goods and services are produced locally and regionally.</p> <p>6.2.6-8.A Explain the flow of goods, services, and resources in an economy.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text CC.1.2.6.A,C CC.1.2.7.A,C CC.1.2.8.A,C</p> <p>Writing CC.1.4.6.A,B,C,F CC.1.4.7.A,B,C,F CC.1.4.8.A,B,C,F</p> <p>Speaking and Listening CC.1.5.6.A,C,G CC.1.5.6.D,F ELO CC.1.5.7.A,C,G CC.1.5.7.D,F ELO CC.1.5.8.A,C,G CC.1.5.8.D,F ELO</p>

JA It's My Business!

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<p>Session Three: Innovative Ideas</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business ▪ Participate in creative idea generation, from brainstorming to defending and selecting an idea 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>6.1.6-8.M Explain how opportunity costs influence where goods and services are produced locally and regionally.</p>	<p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text CC.1.2.6.A,C CC.1.2.7.A,C CC.1.2.8.A,C</p> <p>Writing CC.1.4.6.A,B,C,F CC.1.4.7.A,B,C,F CC.1.4.8.A,B,C,F</p> <p>Speaking and Listening CC.1.5.6.A,C,G CC.1.5.6.D,F ELO CC.1.5.7.A,C,G CC.1.5.7.D,F ELO CC.1.5.8.A,C,G CC.1.5.8.D,F ELO</p>
<p>Session Four: Testing the Market</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Discuss the importance of market research in the product development process ▪ Describe multiple types of survey questions 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>6.2.6-8.D Explain how supply and demand affect the prices of goods and services.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text CC.1.2.6.A,C CC.1.2.7.A,C CC.1.2.8.A,C</p> <p>Writing CC.1.4.6.A,B,C,F CC.1.4.7.A,B,C,F CC.1.4.8.A,B,C,F</p> <p>Speaking and Listening CC.1.5.6.A,C,G CC.1.5.7.A,C,G CC.1.5.8.A,C,G</p>

JA It's My Business!

JA It's My Business! Session Details	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session Five: Design and Prototype</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Represent a product idea and its features by using rough sketches and drawings ▪ Recognize sketches as an important first step in the prototype process 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Grade 6 Writing CC.1.4.6.A,B,C,F CC.1.4.7.A,B,C,F CC.1.4.8.A,B,C,F</p> <p>Speaking and Listening CC.1.5.6.A,C,G CC.1.5.6.D,F CC.1.5.7.A,C,G CC.1.5.7.D,F CC.1.5.8.A,C,G CC.1.5.8.D</p>
<p>Session Six: Seek Funding</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Describe the elements that make a strong pitch presentation ▪ Work together to create and deliver a product pitch for potential funding 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>6.1.6-8.E Explain how resources can be used in different ways to produce different goods and services.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p> <p>11.2.6.C Classify the components of effective teamwork and leadership.</p>	<p>Grade 6 Writing CC.1.4.6.A,B,C,F CC.1.5.6.A,C,G</p> <p>Grade 7 Writing CC.1.4.7.A,B,C,F CC.1.5.7.A,C,G</p> <p>Grade 8 Writing CC.1.4.8.A,B,C,F CC.1.5.8.A,C,G</p>

JA It's My Future

JA It's My Future Session Details	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session One: My Brand</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Describe the elements of a brand ▪ Recognize the ability of personal branding to build a positive reputation, for their personal life as well as for their future career ▪ Design a logo that expresses their personal brand 	<p>NA</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Speaking and Listening CC.1.5.6.A,C,D,F,G CC.1.5.7.A,C,D,F,G CC.1.5.8.A,C,D,F,G</p>
<p>Session Two: Career Paths and Clusters</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define careers cluster. ▪ Identify jobs in specific career clusters to explore further ▪ Recognize the interconnectivity and value of all types of jobs 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p>	<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>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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text Grade 6 CC.1.2.6.A,G,J,K,L Grade 7 CC.1.2.7.G,J,K,L Grade 8 CC.1.2.6.G,J,K,L</p> <p>Speaking and Listening CC.1.5.6.A,C,D,G CC.1.5.7.A,C,D,G CC.1.5.8.A,C,D,G</p>

JA It's My Future

JA It's My Future Session Details	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session Three: High-Growth Careers</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify specific careers that are forecast to have high- growth rates Consider a variety of factors when selecting a career 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p>	<p>13.1.8.D Explain the relationship of career training programs to employment opportunities.</p> <p>13.1.8.E Analyze the economic factors that impact employment opportunities, such as, but not limited to: Competition; Geographic location; Global influences; Job growth; Job openings; Labor supply; Potential advancement; Potential earnings; Salaries/benefits; Unemployment.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text</p> <p>Grade 6 CC.1.2.6.A,B Grade 7 CC.1.2.7.A ,B Grade 8 CC.1.2.6.A,B</p> <p>Speaking and Listening CC.1.5.6.A,B,C, D,F CC.1.5.7.A,B,C, D,F CC.1.5.8.A,B,C, D,F</p>
<p>Session Four: Career Mapping</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify jobs in specific career clusters that they would like to explore further Plan significant milestones they need to reach to earn a particular job 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p>	<p>13.1.8.F Analyze the relationship of school subjects, extracurricular activities, and community experiences to career preparation.</p> <p>13.1.8.G Create an individualized career plan including, such as, but not limited to: Assessment and continued development of career portfolio; Career goals; Cluster/pathway opportunities; Individual interests and abilities; Training/education requirements and financing.</p> <p>13.1.8.H Choose personal electives and extra curricular activities based upon personal career interests, abilities and academic strengths.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text</p> <p>Grade 6 CC.1.2.6.A,B Grade 7 CC.1.2.7.A ,B Grade 8 CC.1.2.8.A,B</p> <p>Speaking and Listening CC.1.5.6.A,B,C, D,F CC.1.5.7.A,B,C, D,F CC.1.5.8.A,B,C, D,F</p>

JA It's My Future

JA It's My Future Session Details	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session Five: On the Hunt</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize basic job-hunting techniques, including looking for a job, applying, interviewing, and listing references ▪ Recognize the importance of personal presentation and making a good impression, on paper and in person. ▪ Recognize the basic construction of a resume and skills that should be highlighted on a resume. 	<p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p>	<p>13.2.8.A Identify effective speaking and listening skills used in a job interview.</p> <p>13.2.8.B Evaluate resources available in researching job opportunities, such as, but not limited to: Career Links; Internet (i.e. O-NET); Networking; Newspapers; Professional associations; Resource books (that is Occupational Outlook Handbook, PA Career Guide).</p> <p>13.2.8.C Prepare a draft of career acquisition documents, such as, but not limited to: Job application; Letter of appreciation following an interview; Letter of introduction; Request for letter of recommendation; Resume.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text Grade 6 CC.1.2.6.A,B Grade 7 CC.1.2.7.A Grade 8 CC.1.2.8.A,B</p> <p>Speaking and Listening CC.1.5.6.A,B,C B CC.1.5.7.A,B,C CC.1.5.8.A,B,C</p>
<p>Session Six: Soft Skills</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define and differentiate between technical skills and soft skills ▪ Identify specific soft skills they already possess and those they need to improve 	<p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>6.2.6-8.G Describe how productivity is measured and identify ways in which a person can improve his or her productivity.</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.C Explain and demonstrate conflict resolution skills: Constructive criticism; Group dynamics; Managing/leadership; Mediation; Negotiation; Problem solving.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text Grade 6 C C.1.2.6.A,B Grade 7 CC.1.2.7.A ,B Grade 8 CC.1.2.8.A,B C</p> <p>Writing C.1.4.6.A ,B,C,E,F CC.1.4.7.A,B,C,E, F CC.1.5.7.A,B,C CC.1.4.8.A,B,C,E, F CC.1.5.8.A,B,C</p> <p>Speaking and Listening CC.1.5.6.A,B,C</p>

JA Inspire Entry

JA Inspire Entry Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session One: Career Interests and Your Path</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Consider their values, skills, and interests. Take a Career Interest Inventory. Relate their values, skills, interests, and Career Interest Inventory to future career opportunities. 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p>	<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>13.1.8.G Create an individualized career plan including, such as, but not limited to: Assessment and continued development of career portfolio; Career goals; Cluster/pathway opportunities; Individual interests and abilities; Training/education requirements and financing.</p> <p>13.1.8.H Choose personal electives and extra curricular activities based upon personal career interests, abilities and academic strengths.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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>Session Two: Career Planning and Your Path</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Learn why career planning is important. Recognize career clusters. Identify career clusters that match their skills and interests. Identify requirements to obtain jobs in fields of interest. 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p> <p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p>	<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>13.1.8.G Create an individualized career plan including, such as, but not limited to: Assessment and continued development of career portfolio; Career goals; Cluster/pathway opportunities; Individual interests and abilities; Training/education requirements and financing.</p> <p>13.1.8.H Choose personal electives and extra curricular activities based upon personal career interests, abilities and academic strengths.</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>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>

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		11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).	
<p>Session Three: Preparing to Meet Your Future</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Understand why it’s important to choose a career where they can be successful and develop a career plan. ▪ Practice soft skills. ▪ Recognize education and training requirements and opportunities for careers of interest. 	6.2.6-8.G Describe how productivity is measured and identify ways in which a person can improve his or her productivity.	<p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</p> <p>13.3.8.G Identify formal and informal lifelong learning opportunities that support career retention and advancement.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<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</p>
<p>Session Four: Local Business Means Opportunity</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize traits of their local economy. ▪ Identify common career clusters in their area and among JA Inspire Virtual exhibitors. ▪ Create a list of exhibitors to visit during JA Inspire Virtual. 	<p>17.2.6-8.G Compare various forms of self-employment.</p> <p>6.1.6-8.M Explain how opportunity costs influence where goods and services are produced locally and regionally.</p>	<p>13.1.8.E Analyze the economic factors that impact employment opportunities, such as, but not limited to: Competition; Geographic location; Global influences; Job growth; Job openings; Labor supply; Potential advancement; Potential earnings; Salaries/benefits; Unemployment.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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 Inspire Entry

<p>JA Inspire Entry Session Descriptions</p>	<p>Social Studies, Economics and Personal Finance Standards</p>	<p>Career, Education, and Work and Family and Consumer Science Standards</p>	<p>ELA</p>
<p>Session Five: Learn from the Experts</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify relevant JA Inspire Virtual speakers and webinars to attend. ▪ Note facts about the speakers and topics of webinars they will attend. ▪ Develop questions to consider when watching the speakers and webinars. 	<p>17.2.6-8.G Compare various forms of self-employment.</p>	<p>13.2.8.A Identify effective speaking and listening skills used in a job interview.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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>Session Six: Welcome to JA Inspire Virtual</p> <p>Students attend the JA Inspire Virtual Career fair.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Visit exhibits at JA Inspire Virtual. ▪ Attend speeches and webinars at JA Inspire Virtual. ▪ Complete the What I Learned section of the chart from their Learn from the Experts worksheet 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p>	<p>13.2.8.A Identify effective speaking and listening skills used in a job interview.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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 Entry

JA Inspire Entry Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session Seven: JA Inspire Personal Reflection</p> <p>Students reflect on what they have learned and identify next steps to further define their academic choices and career path.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Evaluate personal goals and priorities based on their experience at the JA Inspire Virtual event. ▪ Identify next steps, including exploration of high school coursework and other research. 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p>	<p>13.1.8.G Create an individualized career plan including, such as, but not limited to: Assessment and continued development of career portfolio; Career goals; Cluster/pathway opportunities; Individual interests and abilities; Training/education requirements and financing.</p> <p>13.2.8.A Identify effective speaking and listening skills used in a job interview.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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 Career Exploration Fair

JA Career Exploration Fair Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Pre-Fair Session: What Sets You Apart?</p> <p>Students reflect on their abilities, interests, and values as they consider future career choices.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define careers. ▪ Differentiate between abilities (skills) and values. ▪ Identify their personal characteristics. 	<p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p>	<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>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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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>The Day of the Fair</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Complete one pre-fair activity (teacher-led) (optional). ▪ Express how jobs require specific interests and skills. ▪ Complete one post-fair activity (teacher-led) (optional). ▪ Complete a student evaluation, if requested. 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p>	<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>13.2.8.A Identify effective speaking and listening skills used in a job interview.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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

JA Career Exploration Fair Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Post-Fair Session</p> <p>Students reflect on their JA Career Exploration Fair experiences.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify a future career goal. ▪ Create a personal action plan. 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p>	<p>13.1.8.G Create an individualized career plan including, such as, but not limited to: Assessment and continued development of career portfolio; Career goals; Cluster/pathway opportunities; Individual interests and abilities; Training/education requirements and financing.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<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 Speaker Series

JA Career Speaker Series Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session One: Before the Event</p> <p>Students research the visiting career speaker and his or her company, and prepare questions for the speaker event.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify skills and interests. ▪ Recognize Career Clusters ▪ Recall future high-demand occupations 	<p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p>	<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>13.1.8.E Analyze the economic factors that impact employment opportunities, such as, but not limited to: Competition; Geographic location; Global influences; Job growth; Job openings; Labor supply; Potential advancement; Potential earnings; Salaries/benefits; Unemployment.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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>Session Two: During the Event</p> <p>Students learn about the guest speaker's job experiences and stories, ask questions, and take notes.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Practice active listening skills. ▪ Equate job responsibilities with skills and interests 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p> <p>17.2.6-8.D Compare ways people pay for education and training, including scholarships, grants, savings, military service, apprenticeships, and loans.</p>	<p>13.2.8.A Identify effective speaking and listening skills used in a job interview.</p> <p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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

JA Career Speaker Series Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session Three: After the Event</p> <p>Students reflect on what they learned during their preparation and the speaker event.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize Career Clusters 	<p>17.2.6-8.C Analyze connections between the amount individuals might earn in various careers and the education or training that is required.</p>	<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>13.1.8.E Analyze the economic factors that impact employment opportunities, such as, but not limited to: Competition; Geographic location; Global influences; Job growth; Job openings; Labor supply; Potential advancement; Potential earnings; Salaries/benefits; Unemployment.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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 Excellence through Ethics

JA Excellence through Ethics Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Day of the Visit</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Define ethics, ethical dilemma, values, core values, and interdependence. ▪ Articulate how one's core values affects one's choices. ▪ Articulate and identify the steps necessary to make ethical decisions. ▪ Recognize that individual ethics affect the greater community. 	<p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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 CC.1.5.6-8.B CC.1.5.8.D</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>Reflection Activity</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Apply key terms and concepts used in the volunteer-led activities. ▪ Use intentional, ethical decision-making skills to consider outcomes and consequences of choices. ▪ Self-examine to develop a personal awareness of values to begin to see the connection between their words and actions. 	<p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Speaking and Listening CC.1.5.6-8.A CC.1.5.6-8.C</p>

JA It's My Job (Soft Skills)

JA It's My Job Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Communicating About Yourself</p> <p>Students learn what their dress, speech, and listening skills communicate to others about them.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize the importance of manners as an element of professionalism. Identify language and style appropriate for the workplace. 	<p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p>	<p>13.2.8.A Identify effective speaking and listening skills used in a job interview.</p> <p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Reading Informational Text</p> <p>CC.1.2.6-8.B</p> <p>CC.1.2.6-8.F</p> <p>Speaking and Listening</p> <p>CC.1.5.6-8.A</p> <p>CC.1.5.6-8.C</p> <p>CC.1.5.8.E</p> <p>CC.1.5.8.G</p> <p>Writing</p> <p>CC.1.4.6-8.T</p> <p>CC.1.4.6-8.U</p>
<p>Applications and Resumes</p> <p>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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> Identify information necessary for a job application. Recognize key features and formatting of resumes. Use appropriate language for a resume. 	<p>NA</p>	<p>13.2.8.C Prepare a draft of career acquisition documents, such as, but not limited to: Job application; Letter of appreciation following an interview; Letter of introduction; Request for letter of recommendation; Resume.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p>	<p>Speaking and Listening</p> <p>CC.1.5.6-8.A</p> <p>CC.1.5.6-8.C</p> <p>Writing</p> <p>CC.1.4.6-8.T</p> <p>CC.1.4.6-8.U</p>

JA It's My Job (Soft Skills)

JA It's My Job Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Interviewing for a Job</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>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify appropriate content for a personal brag sheet ▪ Adapt personal information to interview situations. ▪ Develop answers to common interview questions. ▪ Recognize appropriate professional dress and demeanor for a job interview. 	NA	<p>13.2.8.A Identify effective speaking and listening skills used in a job interview.</p> <p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</p> <p>13.2.8.C Prepare a draft of career acquisition documents, such as, but not limited to: Job application; Letter of appreciation following an interview; Letter of introduction; Request for letter of recommendation; Resume.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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>Writing</p> <p>CC.1.4.6-8.T CC.1.4.6-8.U</p>
<p>Cell Phones in the Workplace</p> <p>Students develop an understanding of appropriate communication methods to ensure workplace success.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Recognize and identify appropriate and inappropriate uses of cell phones in the workplace. ▪ Identify the effects of inappropriate usage of cell phones in the workplace. ▪ Adapt cell phone behavior and functions for professional uses. ▪ Recognize and apply appropriate texting style for communicating in the workplace. 	<p>17.2.6-8.E Explain factors that may impact a person's future income and employment status, including changes in technology, demand for workers, and the cost of postsecondary education.</p>	<p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</p> <p>13.3.8.F Identify characteristics of the changing workplace including Americans with Disabilities Act accommodations, and explain their impact on jobs and employment.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p> <p>11.2.6.E Describe the role of technology within a community in maintaining a safe and healthy living environment (e.g., safety, hospitals, waste treatment, water quality, schools).</p>	<p>Speaking and Listening</p> <p>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)

JA It's My Job Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Workplace Communication</p> <p>Students complete activities focused on appropriate tone and topics for the workplace and strategies for collaborating effectively.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Identify and use an appropriate professional tone in workplace communication. ▪ Identify appropriate and inappropriate subjects for workplace discussion. ▪ Enable cooperative and productive group interactions. ▪ Communicate to solve problems collaboratively and respectfully. 	NA	<p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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>Workplace Writing</p> <p>Students practice writing concisely, clearly, and correctly, with appropriate workplace style.</p> <p>Objectives:</p> <p>Students will:</p> <ul style="list-style-type: none"> ▪ Use proper spelling, grammar, and punctuation in the workplace. ▪ List best practices for effective business writing. ▪ Use clear language and appropriate style for written communication in the workplace. ▪ Identify important ideas and express them clearly and concisely in writing. 	<p>6.2.6-8.G Describe how productivity is measured and identify ways in which a person can improve his or her productivity.</p>	<p>13.3.8.A Determine attitudes and work habits that support career retention and advancement.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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>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

JA Company Program Pop Up Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session One: Pop-Up Warm-Up</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>Students will:</p> <ul style="list-style-type: none"> Explain what a pop-up business is and its intended purpose. Document goals for the pop-up business in S.M.A.R.T. goal-writing format that reflect business planning elements. Recognize the entrepreneurial characteristics that an entrepreneur must possess to achieve a successful business venture. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>17.2.6-8.G Compare various forms of self employment.</p> <p>6.2.6-8.J Investigate leading entrepreneurs in Pennsylvania and the United States and describe the characteristics of successful entrepreneurship (including risks and rewards).</p>	<p>13.1.8.C Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>13.1.8.E Analyze the economic factors that impact employment opportunities, such as, but not limited to: Competition; Geographic location; Global influences; Job growth; Job openings; Labor supply; Potential advancement; Potential earnings; Salaries/benefits; Unemployment.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</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>
<p>Session Two: Doing the Research</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>Students will:</p> <ul style="list-style-type: none"> Identify the elements of the profit equation and understand how to calculate profit. Explain what a target audience is. Recognize the importance of the customers’ wants and needs related to the business’s goals. Identify appropriate market research techniques to use when collecting information. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>17.2.6-8.G Compare various forms of self-employment.</p> <p>6.1.6-8.H Explain how incentives affect the behaviors of workers, savers, consumers, and producers.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p> <p>11.2.6.C Classify the components of effective teamwork and leadership.</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

JA Company Program Pop Up Session Descriptions	Social Studies, Economics and Personal Finance Standards	Career, Education, and Work and Family and Consumer Science Standards	ELA
<p>Session Three: Defining the Pop-Up Structure</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>Students will:</p> <ul style="list-style-type: none"> ▪ Analyze market research data to make planning decisions about the pop-up business to maximize sales. ▪ Describe the different roles and responsibilities necessary to organize and run a pop-up business. ▪ Reflect on personal strengths and weaknesses to determine a personal role on the pop-up team. ▪ Draft a timeline of tasks and associated due dates needed to meet the company's goals. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</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>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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p> <p>11.2.6.C Classify the components of effective teamwork and leadership.</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 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>
<p>Session Four: The Ps of Pop-Up</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>Students will:</p> <ul style="list-style-type: none"> ▪ Explain the importance of the four 4 Ps of the marketing mix related to a pop-up business. ▪ Identify the location for the pop-up business to include dates and hours of operation for the Place "P" detail of the marketing mix. ▪ Design an optimal layout for a pop-up business that will maximize sales. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>6.1.6-8.H Explain how incentives affect the behaviors of workers, savers, consumers, and producers.</p>	<p>13.3.8.E Identify and apply time management strategies as they relate to both personal and work situations.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p> <p>11.2.6.C Classify the components of effective teamwork and leadership.</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>

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<p>Session Five: Creating the Buzz</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>Students will:</p> <ul style="list-style-type: none"> Formulate the appropriate price for their product to achieve the pop-up store’s monetary goal. Design promotional strategies and materials to attract interest in the pop-up business. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>6.1.6-8.H Explain how incentives affect the behaviors of workers, savers, consumers, and producers.</p>	<p>13.3.8.E Identify and apply time management strategies as they relate to both personal and work situations.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p> <p>11.2.6.C Classify the components of effective teamwork and leadership.</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 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>
<p>Session Six: Open for Business!</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>Students will:</p> <ul style="list-style-type: none"> Select appropriate sales strategies to use while interacting with customers during pop-up store sales. Practice excellent retail customer care skills to maximize the pop-up store’s sales potential to reach its business goals. Resolve final logistics before launching the pop-up business, including transaction types, starting cash, inventory tracking, and staffing schedule. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</p> <p>6.1.6-8.H Explain how incentives affect the behaviors of workers, savers, consumers, and producers.</p>	<p>13.3.8.E Identify and apply time management strategies as they relate to both personal and work situations.</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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p> <p>11.2.6.C Classify the components of effective teamwork and leadership.</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>

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<p>Session Seven: Pop-Up Wrap-Up</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>Students will:</p> <ul style="list-style-type: none"> ▪ Complete the tasks to calculate final sales and profit and close out the business. ▪ Analyze final sales information and compare it to the pop-up business's initial profit goal. ▪ Assess company and personal goals to determine successes and areas for improvement. 	<p>17.1.6-8.A Compare short-, intermediate-, and long-term financial goals.</p> <p>17.1.6-8.B Explain why the opportunity cost of a decision might differ from one person or situation to another.</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>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>11.2.6.B Deduce the importance of time management skills (e.g. home, school, recreational activities).</p> <p>11.2.6.C Classify the components of effective teamwork and leadership.</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>