

JA Company Program – Blended

Session Details	CO Academic 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>Social Studies 3.1.d. Identify influential entrepreneurs and describe how they have utilized resources to produce goods and services.</p> <p>Business, Management and Administration CTEMAGM.07.07 Determine staffing needs to minimize costs while maximizing business contribution.</p>	<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>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>Social Studies 3.1.a Analyze the relationships between economic goals and the allocation of scarce resources. 3.1.c Understand that effective decision-making requires comparing the additional (marginal) costs of alternatives with the additional (marginal) benefits.</p> <p>Business, Management and Administration MANC.03.01 Employ entrepreneurial discovery strategies to generate feasible ideas for business ventures.</p>	<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>
<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>Social Studies 3.2.e Analyze how positive and negative incentives influence the economic choices made by individuals, households, businesses, governments, and societies.</p> <p>Business, Management and Administration MANC.03.02 Develop a concept for a new business venture.</p>	<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>

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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>Social Studies 3.2.e Analyze how positive and negative incentives influence the economic choices made by individuals, households, businesses, governments, and societies.</p> <p>Business, Management and Administration MANC.03.02 Develop a concept for a new business venture.</p>	<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>Business, Management and Administration MAAS.01.03 Coordinate people and resources for meetings and seminars.</p> <p>MAGM.07.06 Design organizational structure to facilitate business activities.</p> <p>MAGM.07.08 Control organization's/department's activities to monitor business activities and to make business decisions.</p> <p>MANC.08.08 Select business structure for immediate and long-term operations.</p>	<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>
<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>Business, Management and Administration MAAS.03.09 Select format and procedure to produce memoranda appropriate for a given purpose.</p> <p>MAGM.07.02 Plan organization's/department's activities to guide and support decisions and to ensure that staff focus on priorities.</p> <p>MAGM.07.03 Develop business plans to meet company needs.</p> <p>MAGM.07.04 Plan for future company growth to guide company operations.</p> <p>MANC.03.04 Actualize a new business venture to generate profit and/or meet objectives.</p>	<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>

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<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>Business, Management and Administration</p> <p>MAAS.02.01 Assist with staff growth and development.</p> <p>MAAS.02.02 Implement methods for improving employee satisfaction.</p> <p>MAAS.03.01 Perform scheduling functions to facilitate on-time, prompt completion of work activities.</p> <p>MAGM.01.01 Adhere to regulations for business expansion to meet government requirements and industry standards.</p> <p>MANC.06.01 Describe the role and function of human resources management.</p> <p>MANC.08.02 Demonstrate ethical behaviors in the workplace.</p> <p>MANC.08.03 Manage internal and external business relationships to foster positive interactions.</p>	<p>Grades 9-10</p> <p>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</p> <p>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</p> <p>RH.1 RH.2 RH.9</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.9</p>
<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>Social Studies</p> <p>3.6 Analyze various lending sources, services, and financial institutions (DOK 1-2)</p> <p>Investigate legal and personal responsibilities affecting lenders and borrowers</p> <p>Business, Management and Administration</p> <p>MANC.03.03 Determine the resources needed for start-up viability of a business venture.</p>	<p>Grades 9-10</p> <p>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</p> <p>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</p> <p>RH.1 RH.2 RH.4 whST.2 whST.4-9</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 whST.2 whST.4-9</p>

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<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>Social Studies</p> <p>3.4.a Develop a financial plan including a budget based on short- and long- term goals</p> <p>3.4.b Analyze financial information for accuracy, relevance, and steps for identity protection.</p> <p>Business, Management and Administration</p> <p>MAAS.03.02 Manage business records to maintain needed documentation.</p> <p>MAAS.03.06 Use spreadsheet software to create business-related spreadsheets.</p> <p>MAAS.03.07 Enter formulas and functions in a spreadsheet.</p> <p>MAAS.03.13 Tally receipts and proof work to prepare bank deposits.</p> <p>MAAS.03.14 Practice good bookkeeping guidelines to reconcile bank statements.</p> <p>MAGM.05.02 Manage financial resources to ensure solvency.</p> <p>MANC.04.01 Develop a foundational knowledge of accounting to understand its nature and scope.</p> <p>MANC.04.02 Demonstrate accounting procedures used to track money flow and to determine financial status.</p>	<p>Grades 9-10</p> <p>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</p> <p>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</p> <p>RH.1 RH.2 RH.4 whST.2 whST.4-6 whST.7-9</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 whST.2 whST.4-6 whST.7-9</p>
<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>Business, Management and Administration</p> <p>MAAS.03.03 Prepare documentation of business activities to communicate with internal/external clients</p> <p>MAAS.03.04 Utilize information technology tools to manage and perform work responsibilities.</p> <p>MAHR.03.01 Exhibit behaviors and actions to effectively motivate and lead people.</p> <p>MAHR.03.02 Exhibit behaviors and actions to effectively motivate and lead change.</p> <p>MANC.06.01 Describe the role and function of human resources management.</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>Business, Management and Administration</p> <p>MKTC.05 Communications: Obtain and convey ideas and information in marketing to facilitate business operations.</p> <p>MKTC.06.01 Utilize information-technology tools in marketing.</p> <p>MKTC.11 Systems: Understand the tools, techniques, and systems that marketers use to create, communicate, and deliver value to customers and to manage customer relationships in ways that benefit the organization and its stakeholders.</p> <p>MKTC.11.03 Determine a company’s unique selling proposition to recognize what sets the company apart from its competitors.</p> <p>MKTC.25.01 Employ marketing information to develop a marketing plan.</p>	<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>

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<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>Business, Management and Administration</p> <p>MAAS.03.02 Manage business records to maintain needed documentation.</p> <p>MAAS.03.12 Record transactions to manage cash fund accounts.</p> <p>MKTC.05.07 Communicate effectively with customers to foster positive relationships that enhance company image.</p> <p>MKTC.11.02 Acquire foundational knowledge of customer/client/business behavior to understand what motivates decision-making.</p>	<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>
<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>Business, Management and Administration</p> <p>MAAS.04.04 Maintain work flow to enhance productivity.</p> <p>MAAS.04.06 Implement processes for purchasing business supplies, equipment, and services.</p> <p>MAGM.06.01 Manage purchasing activities to obtain the best service/product at the least cost.</p> <p>MAGM.06.02 Manage quality-control processes to minimize errors and to expedite workflow.</p>	<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>
<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>Social Studies</p> <p>3.4.c Describe factors affecting take-home pay.</p> <p>Business, Management and Administration</p> <p>MAAS.03.11 Select appropriate writing method to produce a variety of reports.</p>	<p>Grades 9-10</p> <p>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</p> <p>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</p> <p>RH.1 RH.2 RH.4 whST.2-4</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 whST.2-4</p>

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<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>Business, Management and Administration</p> <p>MANC.09.02 Develop personal traits and behaviors to foster career advancement.</p> <p>MANC.09.03 Participate in career-planning to enhance job-success potential.</p>	<p>Grades 9-10</p> <p>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</p> <p>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</p> <p>RH.1 RH.2 RH.4 whST.2-6</p> <p>Grades 11-12</p> <p>RH.1 RH.2 RH.4 whST.2-6</p>