A Correlation:
ILLINOIS
Academic Standards and
Junior Achievement
High School Programs

Updated October 2021
Illinois Draft Social Science Standards
Workplace Skills Standards
PaCE Expectations
Illinois Career Student Competencies

Junior Achievement USA®
One Education Way
Colorado Springs, CO 80906
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. By design, JA Programs incorporate grade level reading, speaking, and listening skills in all programs and many programs at the High School grade level also offer opportunities to do research, use technology for writing and responding, and practice presentation skills, all while supporting the JA Pillars of Financial Literacy, Work and Career Readiness and Entrepreneurship.

In this document, Junior Achievement programs are correlated to the Draft Illinois Learning Standards for the Social Sciences for grades 9-12 for the 2022-23 school year, as well as the Common Core State Standards in English/Language Arts and mathematics and the Illinois Workplace Skills Standards and the Postsecondary and Career Expectations (PaCE.) 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. Alternate delivery methods, such as remote digital delivery and student self-guided options, 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.

High School Programs

JA All About Cars™ allows students to consider their needs and wants for their first automobile.
JA Be Entrepreneurial® introduces students to the essential components of a practical business plan and challenges them to start an entrepreneurial venture while still in high school.
JA Be Entrepreneurial (modular) is a reimagined, modular program that teaches students about the mindset and the skills needed for success by aspiring entrepreneurs and innovators. In JA Creative Problem Solving, students learn and apply design thinking, an innovative process for problem solving used by entrepreneurs (and intrapreneurs).
JA Career Exploration Fair™ is an event where students learn about a range of career options across multiple career clusters.
JA Career Speaker Series™ brings a volunteer guest speaker into the classroom to share information about his or her career, work, and education experience.
JA Career Success® equips students with the tools and skills required to earn and keep a job.
JA Company Program® 2.0 empowers high school students to fill a need or solve a problem in their community and teaches them practical skills required to conceptualize, capitalize, and manage their own business venture.
JA Excellence Through Ethics™ affords students the opportunity to learn the importance of ethics and ethical decision-making and how ethical and unethical choices affect everyone in a community.
JA High School Heroes ™ provides leadership development opportunities to high school students who deliver JA programs in elementary schools.
JA It’s My Job (Soft Skills)™ (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.
JA Job Shadow™ prepares students to acquire and apply the skills needed in demanding and ever-changing workplaces.
JA Job Shadow™ Blended Model is a comprehensive experience that helps students design an individualized career path. Supporting blended as well as self-guided activities, JA Job Shadow provides a design-thinking structure for career exploration.
JA Personal Finance® allows students to experience the interrelationship between today’s financial decisions and future financial freedom.
JA Take Stock in Your Future™ helps students discover the benefits and challenges of investing in the stock market as part of a broader, long-term investment strategy and the risks and rewards of trading.
JA Titan® introduces critical economics and management decisions through an interactive simulation.
JA Titan® Blended Model is a simulation-based program in which high school students compete as business CEOs in the phone industry, experiencing firsthand how an organization makes decisions.
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| **Session One: All About Cars**  
JA All About Cars introduces students to the essential costs related to buying and operating a first car and offers tips on being a smart consumer when purchasing a vehicle. In this volunteer-led session, students will consider their needs and wants to make a real-world connection to the car-buying experience to help motivate them to make good financial decisions when buying or leasing.  
**Students will:**  
- Assess their driving needs  
- Prioritize the car features that best meet their needs  
- Compare the advantages of buying versus leasing a car  
- Identify a care that meets their driving needs | SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made.  
SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets. | J3 Assume responsibility for decisions and actions.  
M2 Work with team members.  
M3 Complete a team task. | **Grades 9–10**  
RI.9-10.2,4,8  
SL.9-10.1,2,4,6  
L.9-10.1,2,4,6  
**Grades 11–12**  
RI.11-12.2,4  
SL.11-12.1,2,3,4,6  
L.11-12.1,2,3,4,6 |
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<tr>
<td><strong>Session One: Introduction to Entrepreneurship</strong></td>
<td></td>
<td>Planning a Career Identity</td>
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<tr>
<td>Students test their knowledge about entrepreneurship. They begin the process to select a product or service for a business venture.</td>
<td>Inquiry Skills: SS.IS.1.9-12 Address essential questions that reflect an enduring issue in the field.</td>
<td>Evaluate the importance of setting realistic career goals and striving toward them.</td>
<td>Grades 9–10: RI.9-10.2,4,8, W.9-10.2,4,7,8, SL.9-10.1,2,4,6, L.9-10.1,2,4,6</td>
<td>NA</td>
</tr>
<tr>
<td>Students will:</td>
<td>Economics: SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td></td>
<td>Grades 11–12: RI.11-12.2,4, W.11-12.2,4,7,8, SL.11-12.1,2,3,4,6, L.11-12.1,2,3,4,6</td>
<td>NA</td>
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<tr>
<td>• Recognize the elements of a successful business startup</td>
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<td>• Evaluate myths and facts about entrepreneurship</td>
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<tr>
<td>• Consider product-development options</td>
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<tr>
<td><strong>Session Two: What’s My Business?</strong></td>
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<td>Workplace Skills</td>
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<tr>
<td>Students select a product or service for a business venture.</td>
<td>Inquiry Skills: SS.IS.3.9-12 Develop new supporting and essential questions through investigations, collaboration, and using diverse sources.</td>
<td>F.1 Assess business image, products, and/or services.</td>
<td>Grades 9–10: RI.9-10.2,4,8, W.9-10.2,4,7,8, SL.9-10.1,2,4,6, L.9-10.1,2,4,6</td>
<td>Mathematical Practices 2. 3. 5.</td>
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<td>Students will:</td>
<td>Economics: SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>F2 Identify positive behavior</td>
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<td>• Recognize the importance of carefully selecting a product or service before starting a business</td>
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<td>F4 Participate in meetings in a positive and constructive manner</td>
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<td>• Apply passions, talents, and skills to a market-needs assessment to determine the basis of a business plans</td>
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<td>H1 Identify the problem.</td>
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<td><strong>Session Three: Who’s My Customer?</strong></td>
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<td>Workplace Skills</td>
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<td>Mathematical Practices 2. 3. 5.</td>
</tr>
<tr>
<td>Students analyze potential markets.</td>
<td>Inquiry Skills: SS.IS.4.9-12 Gather and evaluate information from multiple sources while considering the origin, credibility, point of view, authority, structure, context, and corroborative value of the sources.</td>
<td>H1 Identify the problem.</td>
<td>Grades 9–10: RI.9-10.2,4,8, W.9-10.2,4,7,8, SL.9-10.1,2,4,6, L.9-10.1,2,4,6</td>
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<td>Students will:</td>
<td>Economics: SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>H2 Identify solutions to a problem and their impact.</td>
<td>Grades 11–12: RI.11-12.2,4, W.11-12.2,4,7,8, SL.11-12.1,2,3,4,6, L.11-12.1,2,3,4,6</td>
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<td>• Recognize the importance of analyzing markets</td>
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<td>H3 Employ reasoning skills.</td>
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<td>• Apply a needs assessment of the market available to a specific product</td>
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<td>H4 Evaluate options.</td>
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<td>J1 Identify established rules, regulations, and policies</td>
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<td>J2 Practice time management.</td>
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<td>J3 Assume responsibility for decisions and actions.</td>
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<td>J4 Exhibit pride.</td>
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<td>J5 Display initiative.</td>
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<td>M2 Work with team members.</td>
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<td>M3 Complete a team task.</td>
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<td>Session Five: Competitive Advantages</td>
<td>Students decide how to set a product or service apart from the competition.</td>
<td>Economics SS.9-12.EC.2. Use marginal benefits and marginal costs to propose solutions to a significant issue for an individual or community and evaluate the effectiveness of applying cost/marginal benefits to account for economic differences across multiple communities.</td>
<td>Workplace Skills H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills. H4 Evaluate options. J1 Identify established rules, regulations, and policies J2 Practice time management. J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9–10 RI.9-10.2,4,8 W.9-10.2,4,7,8 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6</td>
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<tr>
<td>Session Six: Ethics Are Good for Business</td>
<td>Students consider consequences in making ethical business decisions.</td>
<td>Civics SS.9-12.CV.9. Evaluate public policies in terms of intended and unintended outcomes and related consequences on different communities, including the marginalization of multiple groups.</td>
<td>Workplace Skills J9 Apply ethical reasoning.</td>
<td>Grades 9–10 RI.9-10.2,4,8 W.9-10.2,4,7,8 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6</td>
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<tr>
<td>Session Seven: The Business Plan</td>
<td>Students compile a sample business plan.</td>
<td>Inquiry Skills SS.9-12.IS.8. Evaluate evidence to construct arguments and claims that use reasoning and account for multiple perspectives and value systems.</td>
<td>Workplace Skills F1 Assess business image, products, and/or services. M1 Identify style of leadership used in teamwork. M2 Work with team members. M3 Complete a team task.</td>
<td>Grades 9–10 RI.9-10.2,4,8 W.9-10.2,4,7,8 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6</td>
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<td><strong>Session One: Identifying the Problem</strong></td>
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| Students are oriented to problem/solution thinking practices and introduced to the Design Thinking process of creative problem solving. They explore the first step (Empathize) that teaches them to look at problems as human-centered, from the customer’s perspective.  

**Students will:**  
• Describe how brainstorming several ideas and then picking the best options will lead to creative problem solving.  
• Describe the Design Thinking model and the steps involved in the process.  
• Describe the advantages of applying the Design Thinking model to new ideas or problem solving.  
• Describe the Empathize step in the Design Thinking model.  
• Demonstrate how an empathy map can be used to identify a user’s needs. | SS.9-12.IS.1. Create actionable, student-driven (or student-informed) questions that lead to social studies investigations beyond one’s immediate cultural environment or lens.  
SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made. | H1 Identify the problem.  
H2 Identify solutions to a problem and their impact.  
H3 Employ reasoning skills. | Grades 9–10  
RI.2,4,8  
W.4,7  
SL.1,2,3,4,6  
L.1,2,3,4,6  
Grades 11–12  
RI.2,4,6  
SL.1,2,3,4,6  
L.1,2,3,4,6  
W.4  
RH 9–12  
2,4,5,7,9  
WhST4,6,7,9 |
| **Session Two: Exploring Solutions** |  |  |  |
| Students focus on the second and third steps of the Design Thinking process (Define and Ideate). They summarize the root cause of the issue in a problem statement and then use brainstorming techniques to generate viable ideas as solutions.  

**Students will:**  
• Describe the Define step in the Design Thinking model.  
• Demonstrate how to write a short, clear problem statement that reflects the problem to be solved.  
• Describe the Ideate step in the Design Thinking model.  
• Apply ideation methods by brainstorming ideas in a fast-paced activity. | SS.9-12.IS.5. Gather and evaluate information from multiple primary and secondary sources that reflect the perspectives and experiences of multiple groups, including marginalized groups.  
SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made. | H4 Evaluate options.  
H5 Set priorities.  
H6 Select and implement a solution to a problem. | Grades 9–10  
RI.2,4,8  
W.4  
Grades 11–12  
RI.2,4,8  
SL.1,2,3,4,6  
L.1,2,3,4,6  
W.4  
RH 9–12  
1,2,4,5,6,7,9  
WhST 1,4,6,9 |
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| **Session Three: Prototyping the Solution** | SS.9-12.IS.6. Analyze evidence and identify counter perspectives to revise or strengthen claims. | J1 Identify established rules, regulations, and policies  
J2 Practice time management.  
J3 Assume responsibility for decisions and actions.  
J4 Exhibit pride.  
J5 Display initiative. | Grades 9–10  
RI.2,4  
W. 4  
SL.1,2,3,6  
L. 1,2,3,4,6  
Grades 11–12  
RI.4,8  
SL. 1,2,3,6  
L. 1,2,3,4,6  
W. 4  
RH 9-12 1,2,4,5,7  
WhST 4,6 |
| Students use rapid prototyping techniques to create an inexpensive model of their solution for customer review and feedback. This process teaches the importance of keeping customers involved in the process without large investments of time or money. | **Students will:**  
• Describe the Prototype step in the Design Thinking model.  
• Construct a prototype based on a problem statement and a brainstormed solution to the problem. | | |
| **Session Four: Testing the Solution** | SS.9-12.IS.8. Evaluate evidence to construct arguments and claims that use reasoning and account for multiple perspectives and value systems.  
SS.9-12.IS.10. Solicit feedback from stakeholder representatives and revise communication and action plans accordingly. | J2 Practice time management.  
J3 Assume responsibility for decisions and actions.  
M2 Work with team members.  
M3 Complete a team task. | Grades 9–10  
RI.2,4  
W. 2,4,7  
SL.1,2,4,6  
L. 1,2,3,4,6  
Grades 11–12  
RI.4,8  
SL. 1,2,3,4,6  
L. 1,2,3,4,6  
RH 9-12 1,4,5,7  
WhST 4,6,7,9 |
| Students devise testing plans to validate the design and function of their prototyped ideas with customer participants. User testing emphasizes the importance of ongoing improvement cycles in the Design Thinking model. | **Students will:**  
• Define the Test step in the Design Thinking model.  
• Develop a testing plan for a given product and target audience. | | |
| **Session Five: Applying Design Thinking (Optional, Self-Guided)** | SS.9-12.IS.7. Construct arguments using precise and knowledgeable claims with evidence from multiple sources, while acknowledging counterclaims, perspectives, and biases.  
SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition. | H1 Identify the problem.  
H2 Identify solutions to a problem and their impact.  
H3 Employ reasoning skills.  
H4 Evaluate options.  
H5 Set priorities.  
H6 Select and implement a solution to a problem. | Grades 9–10  
RI.2,4  
W. 2,4,7  
SL.2,3,4,6  
L.1,2,3,4,6  
Grades 11–12  
RI.2,4  
SL. 2,3,4,6  
L. 1,2,3,4,6  
RH 9-12 1-9  
WhST 1.4.6.7.9 |
| Students complete a cumulative Design Thinking project to demonstrate comprehension and execution of the creative problem-solving process. | **Students will:**  
• Use the Design Thinking model to create a solution to an identified problem.  
• Produce an artifact for each step of the Design Thinking process to demonstrate their work. | | |
## Session One: Developing a Mindset

Students are introduced to entrepreneurship and the characteristics of a mindset that promote success in their personal and professional lives.

**Students will:**
- Define entrepreneurship and some key qualities of entrepreneurs.
- Differentiate the important components of a positive, growth mindset from a fixed mindset as a foundation of entrepreneurship.
- Describe the advantages in life of embracing a growth mindset.
- Define the entrepreneurial mindset.
- Describe the key characteristics of a successful entrepreneur’s mindset.

### Illinois Social Studies Standards
- SS.9-12.IS.1. Create actionable, student-driven (or student-informed) questions that lead to social studies investigations beyond one's immediate cultural environment or lens.

### Workplace Skills and Career Student Competencies
- D1 Communicate orally with others.
- F2 Identify positive behavior.

### Common Core ELA
- Grades 9–10
  - RI.4
  - W.4
  - SL.1,2,3
  - L.1,2,4,6
- Grades 11–12
  - RI.4
  - SL.1,2,3
  - L.1,2,3,4,6
  - W.4
  - RH 9-12
  - 2,4,7,9

## Session Two: Assessing Entrepreneurial Potential

Students demonstrate their understanding of the entrepreneurial characteristics by identifying prevalent skills in scenarios. Then, they complete an introspective personal assessment about their entrepreneurial potential.

**Students will:**
- Analyze the characteristics of the entrepreneurial mindset.
- Evaluate personal entrepreneurial strengths and areas for refinement using an entrepreneurial potential self-assessment.

### Illinois Social Studies Standards
- SS.9-12.IS.2. Develop culturally informed, student-driven supporting questions that contribute to inquiry and evaluate the purpose of supporting questions in the research and inquiry process.

### Workplace Skills and Career Student Competencies
- A1 Match interest to employment area.
- A3 Match attitudes to job area.
- A4 Match personality type to job area.
- F4 Participate in meetings in a positive and constructive manner.
- F6 Identify how to treat people with respect.

### Common Core ELA
- Grades 9–10
  - RI.2,4,8
  - SL.1,2,3
  - L.1-6
- Grades 11–12
  - RI.2,4
  - SL.1,2,3
  - L.1,4,6
  - RH 9-12
  - 1,2,4,5,7

## Session Three: Creating an Entrepreneurial Action Plan (Optional, Self-Guided)

Students craft a personal action plan to start thinking like an entrepreneur in their daily life and career aspirations.

**Students will:**
- Evaluate the results of the entrepreneurial mindset self-assessment.
- Develop a personal action plan that includes goal setting to strengthen aspects of an entrepreneurial mindset.

### Illinois Social Studies Standards
- NA

### Workplace Skills and Career Student Competencies
- Career Competencies
  1. Make appropriate career decisions (planning a career identity)
  2. Establish goals, plan, and prepare for the future (planning for the future)

### Common Core ELA
- Grades 9–10
  - RI.2,4
  - W.2,4,7
  - SL.1-6
  - L.1-6
- Grades 11–12
  - RI.2,4
  - SL.1-6
  - L.1-6
  - W.2,4,7
  - RH 1,2,4,5,7,8,9
  - WhST 1,4,6,7,9
### Planning with the Customer in Mind

Students are introduced to lean business planning and focus on the customer-focused segments of the Lean Canvas. They identify customer segments, the problem to be solved, and the intended solution.

**Students will:**
- Identify the purpose of a business plan.
- Describe the key elements of the lean business plan model.
- State the problem to be solved in the Lean Canvas as a customer-centered problem statement.
- Identify the customers in the target audience for the proposed product or service.
- Identify the solution that answers the problem statement.

**Illinois Social Studies Standards**

- SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.
- SS.9-12.IS.10. Solicit feedback from stakeholder representatives and revise communication and action plans accordingly

**Workplace Skills and Career Student Competencies**

- D1 Communicate orally with others.
- D4 Following written directions.
- D5 Ask questions about tasks

**Common Core ELA**

- Grades 9–10
  - RI.2,4,8
  - W.4
  - SL.1,2,3,4
  - L. 1,2,3,4,6
- Grades 11–12
  - RI.2,4
  - SL. 1,2,3,4
  - L. 1,2,3,4,6
  - RH 9-12
  - 1-9
  - WhST 4,6,9

### Summarizing the Customer Elements

Students learn about customer communication channels and the most effective practices for reaching their customers. Then, they practice completing the customer elements of the lean business plan using an original or supplied idea.

**Students will:**
- Define channels as they relate to business planning
- Differentiate uses of each channel based on situations/context
- Practice the lean business planning process by applying information to the Problem, Customer Segments, Solution, and Channels sections of the Lean Canvas.

**Illinois Social Studies Standards**

- SS.9-12.IS.12. Analyze existing structures, systems, and methodologies to determine what types of interventions or informed action will lead to increased equity, inclusion, and community and civic good.

**Workplace Skills and Career Student Competencies**

- D1 Communicate orally with others.
- D4 Following written directions.
- D5 Ask questions about tasks

**Common Core ELA**

- Grades 9–10
  - RI. 2,4
  - W.4
  - SL. 1,2,3,4,6
  - L. 1,2,3,4,6
- Grades 11–12
  - RI.2,4
  - SL. 1,2,3,4,6
  - L. 1,2,3,4,6
  - W 4
  - RH 9-12
  - 1-9
  - WhST 4,6,9
### Formulating the Finances:

Students focus on financial elements of the Lean Canvas, including cost structure, pricing, and revenue streams. Then, they identify what metrics are key to gauge the performance and health of the venture.

**Students will:**
- Identify the cost structure for a product/service by listing associated fixed and variable costs.
- Determine the appropriate price for a product/service given data about the associated costs, breakeven point, and desired profitability.
- Recognize the revenue streams that will generate profitability for a product or service.
- Explain how key metrics help determine the success of a product/service and impact the business decisions made about it.
- Explain how key metrics help determine the success of a product/service and impact the business decisions made about it.

**Illinois Social Studies Standards**
- SS.9-12.S.4. Determine the kinds of sources that will be helpful in answering compelling and supporting questions, taking into consideration multiple points of view represented in the sources, the types of sources available, and the potential uses of the sources.
- SS.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.

**Workplace Skills and Career Student Competencies**
- H1 Identify the problem.
- H2 Identify solutions to a problem and their impact.
- H3 Employ reasoning skills.
- H4 Evaluate options.
- M1 Identify style of leadership used in teamwork.
- M2 Work with team members.
- M3 Complete a team task.

**Common Core ELA**
- Grades 9–10
  - RI.4,8
  - W. 4
  - SL.1,2,3,4
  - L.1,2,3,4,6
- Grades 11–12
  - RI. 4
  - SL. 1,2,3,4
  - L.1,2,3,4,6
  - W. 4
  - RH 9-12
  - 4,7,9
  - WhST 4

### Conveying the Business’s Value:

Students identify the business’s unique value and competitive advantage to convey its “edge.” Then, they practice writing compelling unique value proposition (UVP) statements and identifying the business’s competitive advantage.

**Students will:**
- Describe the process used to convey the unique value proposition of a business idea.
- Identify what competitive (or unfair) advantage is as it relates to a lean business plan.

**Illinois Social Studies Standards**
- SS.9-12.IS.8. Evaluate evidence to construct arguments and claims that use reasoning and account for multiple perspectives and value systems.
- SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.

**Workplace Skills and Career Student Competencies**
- F1 Assess business image, products, and/or services.
- J4 Exhibit pride.
- J5 Display initiative.

**Common Core ELA**
- Grades 9–10
  - RI. 4,8
  - W. 4
  - SL. 1,2,3,4,6
  - L. 1,2,3,4,6
- Grades 11–12
  - RI. 4
  - SL. 1,2,3,4,6
  - L. 1,2,3,4,6
  - W. 4
  - RH 9-12
  - 2,4,5,7,9WhST 4,6
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<tr>
<th>Session Description</th>
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<tbody>
<tr>
<td>Completing and Testing the Lean Business Plan</td>
<td>SS.9-12.IS.12. Analyze existing structures, systems, and methodologies to determine what types of interventions or informed action will lead to increased equity, inclusion, and community and civic good.</td>
<td>M1 Identify style of leadership used in teamwork. M2 Work with team members. M3 Complete a team task.</td>
<td>Grades 9–10 RI.4 W. 2,4 SL.1,2,4 L. 1,2,3,4,6 Grades 11–12 RI.4 SL.1,2,4,6 L. 1,2,3,4,6 W 2,4 RH 9-12 4,5,9</td>
</tr>
<tr>
<td>Developing a Lean Business Plan (Optional, Self-Guided)</td>
<td>SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition. S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>D4 Following written directions. D5 Ask questions about tasks</td>
<td>Grades 9–10 RI.4 W. 2,4,7 SL.2,4,6 L. 1,2,3,4,6 Grades 11–12 RI.4 SL.1,4 L. 1,2,3,4,6 W 2,4,7 RH 9-12 1,2,4,5 WhST 1,2,4,5</td>
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</tbody>
</table>
### Session Description

**Session One: Before the Fair**
In the pre-fair session, students will assess their abilities, interests, work preferences, and values in preparation for the JA Career Exploration Fair.

**Students will:**
- Define careers
- Differentiate among abilities, interests, work preferences, and values
- Identify their personal characteristics

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<tbody>
<tr>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>A1 Match interest to employment area. A3 Match attitudes to job area. A4 Match personality type to job area.</td>
<td>Reading for Informational Text RI 4 RI 7 Speaking and Listening SL 1 SL 2 Language L 3 L 4 L 6 Social Studies Literacy RH.9-10.3 RH.9-10.4.</td>
</tr>
</tbody>
</table>

**Session Two: Day of the Fair**
During the JA Career Exploration Fair, students engage with volunteers and learn more about different businesses and jobs.

**Students will:**
- Relate the impact of personal interests and abilities on career choices
- Investigate a variety of careers and the skills, educational preparation, training, and personal qualities needed for those careers
- Examine how school skills apply to career paths
- Explain the importance of staying in school and graduating high school

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<tr>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>B1 Locate employment opportunities. B1 Identify job requirements. B2 Locate resources for finding employment. <strong>Career Competencies</strong> A1. Develop positive attitudes toward school and focus on lifelong learning; develop effective study skills (applying effective study skills)</td>
<td>Reading for Informational Text RI 4 RI 7 Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Language L 3 L 4 L 6 Social Studies Literacy RH.6-8.3 RH.6-8.4</td>
</tr>
</tbody>
</table>

**Session Three: After the Fair**
In the post-fair session, students will reflect on their JA Career Exploration Fair experiences.

**Students will:**
- Identify a future career goal
- Create a personal action plan

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<tr>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td><strong>Career Competencies</strong> B1. Make appropriate career decisions (planning a career identity) B2. Establish goals, plan, and prepare for the future (planning for the future)</td>
<td>Reading for Informational Text RI 2 RI 4 RI 5 RI 7 Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Social Studies Literacy RH.6-8.3 RH.6-8.4</td>
</tr>
<tr>
<td>Session Descriptions</td>
<td>Illinois Social Studies Standards</td>
<td>Workplace Skills and Career Student Competencies</td>
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<tr>
<td>Session One: Before the Event</td>
<td>Students research the visiting career speaker and his or her company, and prepare questions for the speaker event.</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
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<tr>
<td>Students will:</td>
<td>• Identify skills and interests. • Recognize Career Clusters • Recall future high-demand occupations</td>
<td></td>
</tr>
<tr>
<td>Session Two: During the Event</td>
<td>Students learn about the guest speaker’s job experiences and stories, ask questions, and take notes.</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
</tr>
<tr>
<td>Students will:</td>
<td>• Practice active listening skills. • Equate job responsibilities with skills and interests</td>
<td></td>
</tr>
<tr>
<td>Session Three: After the Event</td>
<td>Students reflect on what they learned during their preparation and the speaker event.</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
</tr>
<tr>
<td>Students will:</td>
<td>• Recognize Career Clusters</td>
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<td>Workplace Skills and Career Student Competencies</td>
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</table>
| **Session One: Get Hired– Critical Thinking and Creativity**                        | SS.9-12.IS.1. Create actionable, student-driven (or student-informed) questions that lead to social studies investigations beyond one's immediate cultural environment or lens. | Grade 9-12  
Career Identity:  
Describe how values and needs influence career choice  
Workplace Skills  
H1 Identify the problem.  
H2 Identify solutions to a problem and their impact.  
H3 Employ reasoning skills.  
H4 Evaluate options.  
J2 Practice time management.  
J3 Assume responsibility for decisions and actions.  
M2 Work with team members. | Grades 9–10  
RI.9-10.4  
SL.9-10.1  
L.9-10.1  
Grades 11–12  
RI.11-12.4  
SL.11-12.1  
L.11-12.1 |
| Students are introduced to the need to be work ready by developing the 4 C’s skills that employers want from people entering the workforce. Students apply critical-thinking skills and creativity to solve problems in real-life work scenarios.  
Students will:  
• Use a problem-solving technique to solve personal and professional problems  
• Apply critical-thinking skills to work-based problems  
• Recognize that decisions made in the workplace have consequences |                                                                                                           |                                                                                                               |                  |
| **Session Two: Get Hired– Communication and Conflict-Management Skills**            | NA                                                                                                     | Workplace Skills  
H1 Identify the problem.  
H2 Identify solutions to a problem and their impact.  
M2 Work with team members.  
Career Competencies  
C.5. Behave responsibly in the family, school, and the community (gaining responsibility)  
C.6. Communicate effectively in groups (developing relationship skills)  
C.7. Resolve conflicts in safe and responsible manner (resolving conflicts) | Grades 9–10  
RI.9-10.4  
SL.9-10.1  
L.9-10.1  
Grades 11–12  
RI.11-12.4  
SL.11-12.1  
L.11-12.1 |
| Students apply communication skills to resolve conflicts in work-based scenarios. They role-play conflicts and conflict management and explore behaviors that inflame conflict and behaviors that lead to resolution.  
Students will:  
• Recognize common responses to conflict  
• Apply conflict-management skills to resolve work-based issues |                                                                                                           |                                                                                                               |                  |
| **Session Three: Get Hired– Collaboration and Creativity**                          | NA                                                                                                     | Workplace Skills  
H1 Identify the problem.  
H2 Identify solutions to a problem and their impact.  
H3 Employ reasoning skills.  
H4 Evaluate options.  
J2 Practice time management.  
J3 Assume responsibility for decisions and actions.  
M2 Work with team members. | Grades 9–10  
RI.9-10.4  
SL.9-10.1,6  
L.9-10.1  
Grades 11–12  
RI.11-12.4  
SL.11-12.1  
L.11-12.1 |
| Students practice collaboration, a 4 C’s skill, by using a teambuilding model referred to as the GRPI (Goals, Roles and Responsibilities, Processes, and Interpersonal Relationship Skills). The model describes the behaviors found in high-performance teams in the workplace.  
Students will:  
• Demonstrate collaboration with team members to accomplish work-based challenges  
• Recognize the components of a high-performance team |                                                                                                           |                                                                                                               |                  |
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<td>NA</td>
<td>Workplace Skills</td>
<td>Grades 9–10</td>
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<tr>
<td>Students will:</td>
<td></td>
<td>H1 Identify the problem.</td>
<td>RI.9-10.4</td>
</tr>
<tr>
<td>• Identify soft skills that are in demand by</td>
<td></td>
<td>H2 Identify solutions to a problem and their</td>
<td>W.9-10.2</td>
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<tr>
<td>employers</td>
<td></td>
<td>impact.</td>
<td>SL.9-10.1</td>
</tr>
<tr>
<td>• Demonstrate personal soft skills in a mock</td>
<td></td>
<td>H3 Employ reasoning skills.</td>
<td>L.9-10.1</td>
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<tr>
<td>interview</td>
<td></td>
<td>H4 Evaluate options.</td>
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<td></td>
<td></td>
<td>J2 Practice time management.</td>
<td>Grades 11–12</td>
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<td></td>
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<td>J3 Assume responsibility for decisions and</td>
<td>RI.11-12.4</td>
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<td></td>
<td></td>
<td>actions.</td>
<td>SL.11-12.1</td>
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<td></td>
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<td>M2 Work with team members.</td>
<td>L.11-12.1</td>
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<tr>
<td><strong>Session Five: Know Your Work Priorities</strong></td>
<td>S.9-12.EC.FL.2. Explain the</td>
<td>Career Competencies</td>
<td>Grades 9–10</td>
</tr>
<tr>
<td>Students learn that in the current workforce,</td>
<td>importance of making informed</td>
<td>A.1. Develop positive attitudes toward school</td>
<td>RI.9-10.4</td>
</tr>
<tr>
<td>people change jobs or careers several times</td>
<td>financial decisions by collecting</td>
<td>and focus on lifelong learning; develop</td>
<td>SL.9-10.1</td>
</tr>
<tr>
<td>over a lifetime. That means it is important to</td>
<td>information, planning, and</td>
<td>effective study skills (applying effective</td>
<td>L.9-10.1</td>
</tr>
<tr>
<td>be prepared and adaptable. Students explore</td>
<td>budgeting while accounting for</td>
<td>study skills)</td>
<td></td>
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<tr>
<td>which of their priorities should be their</td>
<td>individual circumstances that can</td>
<td>A. 2. Make decisions about educational</td>
<td>Grades 11–12</td>
</tr>
<tr>
<td>anchors as they prepare to enter the</td>
<td>limit access to capital.</td>
<td>opportunities and understand the relationship</td>
<td>RI.11-12.4</td>
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<tr>
<td>working world.</td>
<td></td>
<td>between learning and work (setting goals)</td>
<td>SL.11-12.1</td>
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<tr>
<td>Students will:</td>
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<td>L.11-12.1</td>
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<tr>
<td>• Recognize the importance of being focused,</td>
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<td>proactive, and adaptable when exploring careers</td>
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<td>• Rank work environment priorities as an anchor</td>
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<td>for making career planning decisions</td>
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<tr>
<td><strong>Session Six: Know Who’s Hiring</strong></td>
<td>S.9-12.EC.FL.2. Explain the</td>
<td>Workplace Skills</td>
<td>Grades 9–10</td>
</tr>
<tr>
<td>In groups, students analyze factors to</td>
<td>importance of making informed</td>
<td>B1 Locate employment opportunities.</td>
<td>RI.9-10.4</td>
</tr>
<tr>
<td>consider when researching careers: skills</td>
<td>financial decisions by collecting</td>
<td>B1 Identify job requirements.</td>
<td>SL.9-10.1</td>
</tr>
<tr>
<td>learned through training and education;</td>
<td>information, planning, and</td>
<td>B2 Locate resources for finding employment.</td>
<td>L.9-10.1</td>
</tr>
<tr>
<td>interests in various career clusters; and</td>
<td>budgeting while accounting for</td>
<td></td>
<td>Grades 11–12</td>
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<tr>
<td>specific high-growth jobs and the</td>
<td>individual circumstances that can</td>
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<td>RI.11-12.4</td>
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<td>requirements needed to earn them.</td>
<td>limit access to capital.</td>
<td></td>
<td>SL.11-12.1</td>
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<tr>
<td>Students will:</td>
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<td>L.11-12.1</td>
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<tr>
<td>• Analyze requirements needed for high-</td>
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<td>growth industries, such as those offering</td>
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<td>STEM-related jobs</td>
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<tr>
<td>• Identify the education and training</td>
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<td>needed to be adaptable and competitive in the</td>
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<td>job market</td>
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<tr>
<td><strong>Session Seven: Know Your Personal Brand</strong></td>
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<tr>
<td>Students work in teams to rate the personal brand of candidates applying for a job by comparing cover letters, resumes, and digital profiles of the candidates.</td>
<td>SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.</td>
<td><strong>Career Competencies</strong>&lt;br&gt;C. 1. Understand, accept and respect self (gain self-awareness)&lt;br&gt;C. 2. Identify, prioritize, and evaluate values (developing positive attitudes)</td>
<td><strong>Grades 9–10</strong>&lt;br&gt;RI.9-10.4,5&lt;br&gt;W.9-10.2&lt;br&gt;SL.9-10.1,2&lt;br&gt;L.9-10.1</td>
</tr>
<tr>
<td>Students will:</td>
<td></td>
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<td><strong>Grades 11–12</strong>&lt;br&gt;RI.11-12.4,5&lt;br&gt;W.11-12.1,3,9&lt;br&gt;SL.11-12.1,2&lt;br&gt;L.11-12.1</td>
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<tr>
<td>• Explore how to hunt for a job and the tools needed</td>
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<tr>
<td>• Determine choices they can make to create a positive personal brand as they build their careers</td>
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</tbody>
</table>
Session Descriptions | Illinois Social Studies Standards | Workplace Skills and Career Student Competencies | Common Core ELA
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**Meeting One: Start a Business** Students are introduced to the JA Company Program experience, explore ways to raise capital for their business venture, and analyze their personal strengths to help inform their individual roles in their company project.

**Students will:**
- Identify the JA Company Program overall objectives by reviewing the major milestones.
- Describe the importance of setting goals and developing a vision as first steps toward entrepreneurial success.
- Identify the roles and associated skill sets that are integral in a company structure. Assess personal strengths against the designated company roles to determine a potential business role.
- Identify different means by which to raise capital for a start-up business.
- Differentiate between facts and myths about entrepreneurs.
- Reflect on personal and professional vision and set some immediate goals for becoming an entrepreneur.

SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made.

SS.9-12.EC.2. Use marginal benefits and marginal costs to propose solutions to a significant issue for an individual or community and evaluate the effectiveness of applying cost/marginal benefits to account for economic differences across multiple communities.

**Workplace Skills**
- A2. Identify short-term work goals.
- B6 Evaluate job opportunities.
- D1 Communicate orally with others.

**Grades 9–10**
RI.9-10 2,4,6,7,10
SL.9-10.1-3
L.9-10.1,2,4,5,6

**Grades 11–12**
RI.11-12. 2,4,6,7,10
SL.11-12. 1-3
L.11-12.1,2,4,5,6

**Meeting Two: Solve a Customer’s Problem** Students use creative problem solving to brainstorm ideas for a business service/product, with the goal of identifying their top choices to research.

**Students will:**
- Describe how brainstorming several ideas and then picking the best option will lead to creative problem solving.
- Describe the Design Thinking model and the steps involved in the process.
- Describe the advantages of applying the Design Thinking model to new ideas or problem solving.
- Describe the Empathize, Define, and Ideate steps in the Design Thinking model.
- Apply the Empathize, Define, and Ideate steps of the Design Thinking model to identify a customer need and some plausible solutions.

SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made.

S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.

**Workplace Skills**
- F1 Assess business image, products, and/or services.
- J2 Practice time management.
- J3 Assume responsibility for decisions and actions.

**Grades 9–10**
RI.9-10 2,4,7,10
W.9-10.4
SL.9-10.1-5
L.9-10.1,2,4,5,6

**Grades 11–12**
RI.11-12 2,4,6,7,10
W.11-12 4
SL.11-12.1-3
L.11-12.1-2
### Meeting Three: Evaluate the Options

Students apply their personal entrepreneurial skills while exploring good decision making and vetting the viability of a venture, using a SWOT analysis tool to narrow their decision on their company’s final product idea.

**Students will:**
- Explain why innovation is an integral factor for a company’s health and growth.
- Explain how failure leads to success and how using a growth mindset can provide the appropriate perspective in challenging situations.
- Define the entrepreneurial mindset.
- Describe the key characteristics that a successful entrepreneur embodies.
- Explain the uses and benefits of a SWOT analysis for a start-up venture.
- Apply a SWOT analysis to each product/service the company is considering.
- Define the terms pivot and persevere related to business venture startups.
- Use data to make informed decisions about the direction of the business.
- Execute a final decision about whether to proceed with the team’s chosen product/service using data-informed decision making.
- Demonstrate that entrepreneurs have accountability by completing a Product Approval application to submit to JA.

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<td><strong>Meeting Three: Evaluate the Options</strong></td>
<td><strong>Social Science</strong>&lt;br&gt;SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.&lt;br&gt;SS.9-12.EC.FL.1. Understand how costs and benefits can be subject to individual circumstances and factors outside of one's control.</td>
<td><strong>Workplace Skills</strong>&lt;br&gt;H1. Identify a problem.&lt;br&gt;H2. Identify solutions to a problem and their impact.&lt;br&gt;H3. Employ reasoning skills&lt;br&gt;H4. Evaluate options.&lt;br&gt;H5. Set priorities.&lt;br&gt;H6. Select and implement a solution.</td>
<td><strong>Grades 9–10</strong>&lt;br&gt;RI.9-10 2,4,5,6,10&lt;br&gt;W.9-10 4,6,7,8,9,10&lt;br&gt;SL.9-10.1-4&lt;br&gt;L.9-10.1-6</td>
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<td><strong>Grades 11–12</strong>&lt;br&gt;RI.11-12 2,4,6,10&lt;br&gt;W.11-12 4,6,7,8,9,10&lt;br&gt;SL.11-12.1-4&lt;br&gt;L.11-12.1-6</td>
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<td><strong>Meeting Four: Create a Structure</strong></td>
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<td>Students initiate the company’s structure by establishing roles, commence planning within business teams, and finalize capitalization decisions.</td>
<td>SS.9-12.IS.8. Evaluate evidence to construct arguments and claims that use reasoning and account for multiple perspectives and value systems. SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.</td>
<td><strong>Workplace Skills</strong> D1 Communicate orally with others. D4 Follow written directions. D5. Ask questions about tasks.</td>
<td><strong>Grades 9–10</strong> RI.9-10.2,4,5,6,10 W.9-10.4,6,7,8,9,10 SL.9-10.1-4 L.9-10.1-6 <strong>Grades 11–12</strong> RI.11-12.2,4,6,10 W.11-12.4,6,7,8,9,10 SL.11-12.1-4 L.11-12.1-6</td>
</tr>
<tr>
<td><strong>Students will:</strong></td>
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<tr>
<td>• Explain the five functional roles of the company and the essential responsibilities of each role.</td>
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<tr>
<td>• Relate the sections of the Business Snapshot with the business planning information necessary to identify for a start-up company.</td>
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<tr>
<td>• Evaluate personal strengths aligned to each role and select team members for business teams.</td>
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<tr>
<td>• Evaluate the different means for raising capital and select an option for the company’s start-up venture.</td>
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<tr>
<td>• Identify essential tasks for different roles in the startup by drafting Business Team task lists for each functional role.</td>
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<tr>
<td>• Discuss collaboration and communication strategies within and between business teams.</td>
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<tr>
<td><strong>Meeting Five: Launch the Business</strong></td>
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<tr>
<td>Students explore corporate leadership roles and responsibilities, evaluate personal leadership skills, and elect leaders for the business venture. Then, they organize their business teams, start deep dives into business team roles, and complete work on the Business Snapshot and Company Charter.</td>
<td>SS.9-12.IS.8. Evaluate evidence to construct arguments and claims that use reasoning and account for multiple perspectives and value systems. SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.</td>
<td><strong>Workplace Skills</strong> A1 Match interest to employment area. A3 Match attitudes to job area. B1. Identify job requirements.</td>
<td><strong>Grades 9–10</strong> RI.9-10.2,4,5,6,10 W.9-10.2 W.9-10.4-6 SL.9-10.1,3,4,5,6 L.9-10.1-6 <strong>Grades 11–12</strong> 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</td>
</tr>
</tbody>
</table>
### Topic: Finances (Self-Guided)

Students learn how the finance department is a vital part of an organization and review the characteristics that contribute to a strong finance team.

**Students will:**
- Describe the importance of finance in a company.
- Explain the primary tasks and responsibilities of the finance team to understand this team’s role in company operations.

### Illinois Social Studies Standards

Social Science

SS.EC.FL.2.9-12: Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.

### Workplace Skills and Career Student Competencies

**Workplace Skills**

- H1. Identify a problem.
- H2. Identify solutions to a problem and their impact.
- H3. Employ reasoning skills.
- H4. Evaluate options.
- H5. Set priorities.
- H6. Select and implement a solution.
- J5. Display initiative.

**Grades 9-10**

RI.9-10.1
RI.9-10.4,7
SL.9-10.1-2
SL.9-10.4-6
L.9-10.1-2
L.9-10.4

**Grades 11-12**

RI.11-12.1
RI.11-12.4
W.11-12.2,4
W.11-12.5-6
SL.11-12.1-2
SL.11-12.1-2
L.11-12.1,6

### Topic: Leadership and Management (Self-Guided)

Students review the concept of leadership and how leaders guide organizations, discover the characteristics that foster strong leadership skills, and identify the primary responsibilities of this business role in the JA Company Program.

**Students will:**
- Describe the importance of leadership and management in a company.
- Explain the primary tasks and responsibilities of the Leadership and Management team to understand this team’s role in company operations.

### Illinois Social Studies Standards

SS.9-12.CV.1. Distinguish between the rights, roles, powers, and responsibilities of individuals and institutions in the [political] system and analyze the marginalization of multiple groups and perspectives in that system.

### Workplace Skills

**Workplace Skills**

- F6. Identify how to treat people with respect.
- L1. Respond to praise or criticism.
- L2. Provide constructive praise or criticism.
- L4. Resolve conflicts.
- L5. Display a positive attitude.
- M1. Identify style of leadership used in teamwork.

**Grades 9-10**

RI.9-10.1-2
RI.9-10.4,10
SL.9-10.1-2
L.9-10.1-2
L.9-10.4

**Grades 11-12**

RI.11-12.1-2
RI.11-12.4,10
SL.11-12.1-2
L.11-12.1-6

### Topic: Marketing (Self-Guided)

Students learn how marketing connects the company with the customer and is really the way that a company communicates with customers and other businesses. They learn the four Ps of the marketing mix and the primary responsibilities of the Marketing team during the JA Company Program.

**Students will:**
- Describe the importance of marketing in a company.
- Explain the primary tasks and responsibilities of the Marketing team to understand this team’s role in company operations.

### Illinois Social Studies Standards

SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.

### Workplace Skills

**Workplace Skills**

- F1. Assess business image, products, and/or services.
- F3. Identify company dress and appearance standards.

**Grades 9-10**

RI.9-10.2,4,7,10
W.9-10.2,4,5,6,7,8,10
SL.9-10.1-6
L.9-10.1-6

**Grades 11-12**

RI.11-12.2,4,7,10
W.11-12.2
W.11-12.4-8
SL.11-12.1-6
L.11-12.1-6
<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Topic: Sales (Self-Guided)</strong></td>
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<tr>
<td>Students learn how sales teams are vital to an organization and discover the primary responsibilities of the Sales team for the JA Company Program and learn tips for sales success.</td>
<td>SS.9-12.IS.10. Solicit feedback from stakeholder representatives and revise communication and action plans accordingly. SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made. SS.9-12.EC.FL.1. Understand how costs and benefits can be subject to individual circumstances and factors outside of one's control.</td>
<td>Workplace Skills F6. Identify how to treat people with respect. J4. Exhibit pride. J5 Display initiative. J6 Display assertiveness.</td>
<td>Grades 9-10 RL.9-10.2,4,5,6,10 SL.9-10.1-6 L.9-10.1-6 Grades 11-12 RL.11-12.2,4,6,10 SL.11-12.1-6 L.11-12.1-6</td>
</tr>
<tr>
<td><strong>Topic: Supply Chain Workflow (Self-Guided)</strong></td>
<td>NA</td>
<td>Workplace Skills M2. Work with team members. M3 Complete a team task.</td>
<td></td>
</tr>
<tr>
<td>Students learn that a supply chain is the network established to gather components, manufacture a product, and distribute that product to consumers.</td>
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<tr>
<td>Students will:</td>
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<tr>
<td>• Describe the function of a supply chain and the purpose of each link in the supply chain as it relates to company operations.</td>
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<tr>
<td><strong>Business Operations</strong> Over the course of several meetings, students launch their business, work in their business teams to run the business, and share weekly progress with Leadership. They have access to self-guided content to support their specific roles.</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>Workplace Skills F1. Assess business image, products, and/or services. F2. Identify positive behavior. F4. Participate in meetings in a positive and constructive manner. F6 Identify how to treat people with respect. J1 Identify established rules, regulations, and policies J2 Practice time management. J3 Assume responsibility for decisions and actions. J4 Exhibit pride. J5 Display initiative. J6 Display assertiveness.</td>
<td>Grades 9-10 RL.9-10.2,4,6,10 W.9-10.2,4,8-10 SL.9-10.1-6 L.9-10.1-6 Grades 11-12 RL.11-12.2,4,6,7,10 W.11-12.2,4,8,10 SL.11-12.1-6 L.11-12.1-6 L.11-12.6</td>
</tr>
</tbody>
</table>
### Session Descriptions

#### Meeting Twelve: Liquidate the Company
Students finalize their company’s operations, initiate the steps necessary to liquidate their company’s assets, and complete the steps to close out their company.

**Students will:**
- Describe the liquidation process for the company and the associated tasks.
- Demonstrate the liquidation process of a business by executing the tasks to complete the student company.

**Illinois Social Studies Standards**
S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.

**Workplace Skills and Career Student Competencies**
Workplace Skills
M2. Work with team members.
M3. Complete a team task.

**Common Core ELA**
Grades 9-10
RI.9-10.2,4,7,10
SL.9-10.1-4
L.9-10.1-4

Grades 11-12
RI.11-12.2,4,10
SL.11-12.1-4
L.11-12.1-4

#### Meeting Thirteen: Create a Personal Plan of Action
Students recognize the necessity of networking as an entrepreneur and work on a personal action plan to develop their personal network and to refine their entrepreneurial skills.

**Students will:**
- Describe the importance of networking related to your business and overall entrepreneurial success.
- Execute an introductory plan to initiate networking by determining immediate people and organizations you can connect with.
- Execute a personal action plan to detail the next steps you will take in your entrepreneurial journey.

**Illinois Social Studies Standards**
S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.
SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.

**Workplace Skills**
B2. Locate resources for finding employment.
B6. Evaluate job opportunities.
B7. Identify steps in applying for a job.

**Career Competencies**
B.1. Make appropriate career decisions (planning a career identity)
B.2. Establish goals, plan, and prepare for the future (planning for the future)
B.4. Participate in school-to-work transitions (analyzing skills and interests)

**Common Core ELA**
Grades 9-10
RI.9-10. 2,4,6,7,10
W.9-10. 4-6
SL.9-10.1-2
L.9-10.1-4,6

Grades 11-12
RI.11-12. 2,4,6,7,10
SL.11-12.1-2
L.11-12.1-4,6

#### Meeting Fourteen: Develop an Annual Report (Optional)
During this optional meeting, students create an annual report as a summary of their student company experience.

**Students will:**
- Describe an annual report and its purpose.
- Develop a summary annual report project to complete the business venture experience.

**Illinois Social Studies Standards**
S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.
SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.

**Workplace Skills**
L1. Respond to praise or criticism.
L2. Provide constructive praise or criticism.

**Common Core ELA**
Grades 9-10
RI.9-10. 2,4,6,10
W.9-10. 2,4-10
SL.9-10.1-2, 4-6
L.9-10. 1-6

Grades 11-12
RI.11-12. 2,4,6,10
W.11-12. 2, 4-10
SL.11-12.1-2,4-6
L.11-12.1-6
### Session Descriptions

#### Day of the Visit
A business professional volunteer will speak to the students about ethics and lead self-assessment and ethics scenario activities.

**Students will:**
- Define ethics.
- Evaluate personal values in ethical dilemmas.
- Articulate and identify the steps necessary to make ethical decisions.
- Recognize the importance of identifying and understanding personal values as a means of avoiding unethical choices.

<table>
<thead>
<tr>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
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<tbody>
<tr>
<td>SS.9-12.IS.1. Create actionable, student-driven (or student-informed) questions that lead to social studies investigations beyond one's immediate cultural environment or lens.</td>
<td><strong>Workplace Skills</strong>&lt;br&gt;D1 Communicate orally with others.&lt;br&gt;D5 Ask questions about tasks&lt;br&gt;F4 Participate in meetings in a positive and constructive manner.&lt;br&gt;F6 Identify how to treat people with respect.&lt;br&gt;J9 Apply ethical reasoning.</td>
<td>Grades 9-10&lt;br&gt;W.9-10. 4, 7&lt;br&gt;SL.9-10.1-2&lt;br&gt;L.9-10.3-6</td>
</tr>
<tr>
<td>SS.9-12.IS.2. Develop culturally informed, student-driven supporting questions that contribute to inquiry and evaluate the purpose of supporting questions in the research and inquiry process.</td>
<td></td>
<td>Grades 11-12&lt;br&gt;W.11-12.4, 7&lt;br&gt;SL.11-12.1-2&lt;br&gt;L.11-12.3-6</td>
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<tr>
<td>SS.9-12.IS.6. Analyze evidence and identify counter perspectives to revise or strengthen claims.</td>
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#### Reflection Activity (Optional)
Students will reflect and discuss their learnings after interacting with a local business professional.

**Students will:**
- Reflect on what they learned during their volunteer visit.
- Begin to understand ethical choices beyond the perspective of what they read in books.
- Give thoughtful consideration to “right” and “wrong” choices and examination of personal beliefs.
- Self-examine to develop a personal awareness of values to begin to see the disconnect between their words and actions.
- Strengthen the belief that ethics is an active ethos and start to develop a deeper commitment to living ethically.

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<td><strong>Workplace Skills</strong>&lt;br&gt;D1 Communicate orally with others.&lt;br&gt;D5 Ask questions about tasks&lt;br&gt;F4 Participate in meetings in a positive and constructive manner.&lt;br&gt;F6 Identify how to treat people with respect.&lt;br&gt;J9 Apply ethical reasoning.</td>
<td>Grades 9-10&lt;br&gt;W.9-10. 4, 7&lt;br&gt;SL.9-10.1-2&lt;br&gt;L.9-10.3-6</td>
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<td></td>
<td>Grades 11-12&lt;br&gt;W.11-12.4, 7&lt;br&gt;SL.11-12.1-2&lt;br&gt;L.11-12.3-6</td>
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#### Extended Learning Opportunities (Optional)
Students can log on to the JA My Way website to learn more about ethics or have a debate about an ethical dilemma.

**Students will:**
- Learn more about ethics.

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<td><strong>Workplace Skills</strong>&lt;br&gt;F6 Identify how to treat people with respect.&lt;br&gt;J9 Apply ethical reasoning.</td>
<td>Grades 9-10&lt;br&gt;W.9-10. 4, 7&lt;br&gt;SL.9-10.1-2&lt;br&gt;L.9-10.3-6</td>
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<td>SS.9-12.IS.8. Evaluate evidence to construct arguments and claims that use reasoning and account for multiple perspectives and value systems.</td>
<td></td>
<td>Grades 11-12&lt;br&gt;W.11-12.4, 7&lt;br&gt;SL.11-12.1-2&lt;br&gt;L.11-12.3-6</td>
</tr>
<tr>
<td>Session Descriptions</td>
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<tr>
<td><strong>Effective Civic Leadership.</strong> Students explore the importance of leadership skills and the value of community involvement. They learn the importance of communication and conflict-management skills to achieve group goals. <strong>Students will:</strong> • Identify qualities of a leader. • Recognize the role of civic leadership in a community. • Develop conflict-resolution skills.</td>
<td>SS.9-12.IS.2. Develop culturally informed, student-driven supporting questions that contribute to inquiry and evaluate the purpose of supporting questions in the research and inquiry process.</td>
<td>Workplace Skills M1 Identify style of leadership used in teamwork. M2 Work with team members. M3 Complete a team task.</td>
</tr>
<tr>
<td><strong>Presentation Skills and Classroom Management</strong> Students learn effective presentation techniques to get an audience’s attention and keep it. They gain insight into classroom dynamics to assist with managing elementary school students when in that environment. <strong>Students will:</strong> • Use strong presentation skills to communicate effectively. • Develop classroom management practices. • Recognize and use techniques that further teamwork and achieve group goals.</td>
<td>SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.</td>
<td>Workplace Skills J1 Identify established rules, regulations, and policies J2 Practice time management. J3 Assume responsibility for decisions and actions. J4 Exhibit pride. J5 Display initiative. J6 Display assertiveness.</td>
</tr>
<tr>
<td><strong>Critical Thinking and Problem Solving</strong> Students advance their critical thinking skills so that they can adapt quickly to new circumstances and develop successful solutions to problems. <strong>Students will:</strong> • Use a problem-solving technique to solve personal and professional problems. • Apply critical-thinking skills to work-based problems. • Recognize that decisions have consequences.</td>
<td>NA</td>
<td>Workplace Skills H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills. H4 Evaluate options. H5 Set priorities.</td>
</tr>
</tbody>
</table>
### Session Descriptions

**Reflection**
Students share their JA High School Heroes experience and learn about its relevance to their futures. They complete a self-assessment designed to reiterate lessons about leadership, presentations, and critical thinking.

**Students will:**
- Implement objective criteria to self-evaluate
- Recognize the value of constructive feedback and the growth mind-set
- Develop a personal action plan.

### Illinois Social Studies Standards

SS.9-12.IS.6. Analyze evidence and identify counter perspectives to revise or strengthen claims
SS.9-12.IS.8. Evaluate evidence to construct arguments and claims that use reasoning and account for multiple perspectives and value systems.

### Workplace Skills and Career Student Competencies

**Workplace Skills**
- L1 Respond to praise or criticism.
- L2 Provide constructive praise or criticism.

### Common Core ELA

<table>
<thead>
<tr>
<th>Grades 9-10</th>
<th>RI.9-10.1</th>
<th>W.9-10.2</th>
<th>W.9-10.4-7</th>
<th>SL.9-10.1-6</th>
<th>L.9-10.1-2</th>
<th>L.9-10.4</th>
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</thead>
<tbody>
<tr>
<td>Grades 11-12</td>
<td>RI.11-12.1</td>
<td>RI.11-12.4</td>
<td>W.11-12.2-7</td>
<td>SL.11-12.1-2</td>
<td>L.11-12.1-2</td>
<td>L.11-12.6</td>
</tr>
</tbody>
</table>
# Communicating About Yourself

**Session Descriptions**
Students learn what their dress, speech, and listening skills communicate to others about them.

**Students will:**
- Recognize the importance of manners as an element of professionalism.
- Identify language and style appropriate for the workplace.
- Listen actively for content, not to anticipate response.

**Illinois Social Studies Standards**
S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.

**Student Competencies**
SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.

**Common Core ELA**
Grades 9-10
RI.9-10.2
W.9-10.2,4,6
SL.9-10.1-2
L.9-10.1-2
L.9-10.4

Grades 11-12
RI.11-12.2
W.11-12.2,4,6
SL.11-12.1-3
L.11-12.1-2
L.11-12.6

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# Applications and Resumes

**Session Descriptions**
This session covers job applications and resumes, two written methods of applying for a job. Students examine both documents and begin to think about how to adapt their experiences, skills, and achievements to the applicable template to present themselves to a potential employer.

**Students will:**
- Identify information necessary for a job application.
- Recognize key features and formatting of resumes.
- Use appropriate language for a resume.

**Illinois Social Studies Standards**
SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.

**Student Competencies**

**Common Core ELA**
Grades 9-10
RI.9-10.2
W.9-10.2,4,6
SL.9-10.1-2
L.9-10.1-2
L.9-10.4

Grades 11-12
RI.11-12.2
W.11-12.2,4,6
SL.11-12.1-3
L.11-12.1-2
L.11-12.6

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# Interviewing for a Job

**Session Descriptions**
This session covers communication styles used during the process of job hunting, with an emphasis on interviewing. Students complete an activity and track their accomplishments in a “brag sheet.”

**Students will:**
- 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.

**Illinois Social Studies Standards**
SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.

**Student Competencies**

**Common Core ELA**
Grades 9-10
RI.9-10.2
W.9-10.2,4,6
SL.9-10.1-4
L.9-10.1-2
L.9-10.4

Grades 11-12
RI.11-12.1,4,11
SL.11-12.1-4
L.11-12.1-2
L.11-12.6
### Session Descriptions

<table>
<thead>
<tr>
<th>Cell Phones in the Workplace</th>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
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<tbody>
<tr>
<td>This session covers communication methods to ensure workplace success, focusing on using cell phones in the workplace. A required activity covers cell phone etiquette, plus there are three additional activities from which to choose. Students will: • 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.</td>
<td>SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.</td>
<td>Workplace Skills • F2 Identify positive behavior. • J1 Identify established rules, regulations, and policies • J2 Practice time management. • J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9-10 RI.9-10.2 SL.9-10.1-4 L.9-10.1-2 L.9-10.4 Grades 11-12 RI.11-12.1,4,11 SL.11-12.1-4 L.11-12.1-2 L.11-12.6</td>
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</table>

| Workplace Communication | NA | Workplace Skills • D1 Communicate orally with others. • D4 Following written directions. • D5 Ask questions about tasks | Grades 9-10 RI.9-10.2 SL.9-10.1-4 L.9-10.1-2 L.9-10.4 Grades 11-12 RI.11-12.1,4,11 SL.11-12.1-4 L.11-12.1-2 L.11-12.6 |

| Workplace Writing | NA | Workplace Skills • D1 Communicate orally with others. • D4 Following written directions. • D5 Ask questions about tasks | Grades 9-10 RI.9-10.2 W.9-10.2,4,6,10 SL.9-10.1-4 L.9-10.1-2 L.9-10.4 Grades 11-12 RI.11-12.1,4,11 W.11-12.2,4,6,10 SL.11-12.1-4 L.11-12.1-2 L.11-12.6 |

### Session Descriptions

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<thead>
<tr>
<th>Cell Phones in the Workplace</th>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td>This session covers communication methods to ensure workplace success, focusing on using cell phones in the workplace. A required activity covers cell phone etiquette, plus there are three additional activities from which to choose. Students will: • 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.</td>
<td>SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.</td>
<td>Workplace Skills • F2 Identify positive behavior. • J1 Identify established rules, regulations, and policies • J2 Practice time management. • J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9-10 RI.9-10.2 SL.9-10.1-4 L.9-10.1-2 L.9-10.4 Grades 11-12 RI.11-12.1,4,11 SL.11-12.1-4 L.11-12.1-2 L.11-12.6</td>
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| Workplace Communication | NA | Workplace Skills • D1 Communicate orally with others. • D4 Following written directions. • D5 Ask questions about tasks | Grades 9-10 RI.9-10.2 SL.9-10.1-4 L.9-10.1-2 L.9-10.4 Grades 11-12 RI.11-12.1,4,11 SL.11-12.1-4 L.11-12.1-2 L.11-12.6 |

| Workplace Writing | NA | Workplace Skills • D1 Communicate orally with others. • D4 Following written directions. • D5 Ask questions about tasks | Grades 9-10 RI.9-10.2 W.9-10.2,4,6,10 SL.9-10.1-4 L.9-10.1-2 L.9-10.4 Grades 11-12 RI.11-12.1,4,11 W.11-12.2,4,6,10 SL.11-12.1-4 L.11-12.1-2 L.11-12.6 |

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<tr>
<th>Session Descriptions</th>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
<th>Common Core ELA</th>
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</thead>
<tbody>
<tr>
<td><strong>Session One: Before the Hunt</strong></td>
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<tr>
<td>Students are introduced to the JA Job Shadow program and the Seven Steps to Get Hired and Succeed. Through a close examination of specific skills and career clusters, they learn the key factors to investigate in career planning: skills, interest, work priorities, and job outlook.</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>Workplace Skills</td>
<td>Grades 9–10 RI.9-10.1 W.9-10.7 SL.9-10.1 L.9-10.4</td>
</tr>
<tr>
<td>Students will:</td>
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<tr>
<td>• Recognize career clusters that match their skills and interests</td>
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<td>• Demonstrate self-awareness of their soft skills in work scenarios</td>
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<td><strong>Session Two: Perfect Match</strong></td>
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<tr>
<td>Students review the Seven Steps to Get Hired and Succeed and analyze job hunting skills. They then participate in mock interviews to prepare for the Job Shadow Challenge at the site visit.</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>Workplace Skills</td>
<td>Grades 9–10 RI.9-10.1 W.9-10.7 SL.9-10.1 L.9-10.4</td>
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<tr>
<td>Students will:</td>
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<tr>
<td>• Review methods of identifying job openings</td>
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<td>• Demonstrate professional interviewing skills</td>
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<tr>
<td>• Express expectations for the upcoming site visit</td>
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<tr>
<td><strong>Session Three: Get Hired–Collaboration and Creativity</strong></td>
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<tr>
<td>Students reflect on what they learned before and during the site visit, and practice business communication by composing a thank-you note. They create one of four career preparation tools: career assessment, elevator pitch, resume, or infographic profile.</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>Workplace Skills</td>
<td>Grades 9–10 RI.9-10.1 W.9-10.7 SL.9-10.1 L.9-10.3-4</td>
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<tr>
<td>Students will:</td>
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<tr>
<td>• Evaluate personal priorities based on their site visit experience</td>
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<td>• Showcase identified skills</td>
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<tr>
<td>• Apply program knowledge to at least one of four career preparation tools: career assessment, elevator pitch, resume, or infographic profile</td>
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</tbody>
</table>
### Session One: Finding Your Future

In this session, students are introduced to the Design for Delight innovation model and how to use it for career planning. They examine career options and pathways in relation to their skills and interests, to allow them to choose potential occupations to explore.

**Students will:**
- Identify the three Design for Delight innovation principles
- Correlate the Design for Delight innovation principles to the development of a personal career plan
- Explain career clusters and their relationship to career pathways, industries, and careers

<table>
<thead>
<tr>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td>SS.9-12.IS.2. Develop culturally informed, student-driven supporting questions that contribute to inquiry.</td>
<td>Career Competencies</td>
<td>Reading for Informational Text</td>
</tr>
<tr>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>C 1. Understand, accept and respect self (gain self-awareness)</td>
<td>9-10 RI 1,2,4,6</td>
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<td>C 2. Identify, prioritize, and evaluate values (developing positive attitudes)</td>
<td>11-12 RI 2,4,8</td>
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<td>B.4. Participate in school-to-work transitions (analyzing skills and interests)</td>
<td>Speaking and Listening</td>
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<td>9-12 SL.1,2</td>
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<td>Writing</td>
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<td>9-12 W.7</td>
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<td>Language</td>
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<td>9-12 L. 1-4</td>
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</tbody>
</table>

### Session Two: Career Exploration & Informational Interviews

In this session, students work with a partner to explore their top three career choices and explain how they made their selections. They learn what an informational interview is and how to conduct one with a professional contact to learn more about a career of interest, and they prepare for a site visit.

**Students will:**
- Analyze which career options most closely relate to their interests, strengths, and skills
- Describe informational interviews and their relevancy to personal career exploration
- Develop questions for informational interviews to identify preferable careers
- Practice positive interview techniques and etiquette
- Research local individuals working in preferable careers (optional)
- Craft a personal elevator pitch (optional)

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<tbody>
<tr>
<td>SS.9-12.IS.2. Develop culturally informed, student-driven supporting questions that contribute to inquiry.</td>
<td>B4 Prepare for job interview.</td>
<td>Reading for Informational Text</td>
</tr>
<tr>
<td>SS.9-12.IS.9. Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.</td>
<td>B5 Identify conditions for employment.</td>
<td>9-10 RI 1,2,4</td>
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<td>B6 Evaluate job opportunities.</td>
<td>11-12 RI 2,4</td>
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<td>D1 Communicate orally with others.</td>
<td>Speaking and Listening</td>
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<td>D4 Following written directions.</td>
<td>9-12 SL.1-6</td>
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<td>D5 Ask questions about tasks</td>
<td>Writing</td>
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<td>9-12 W. 4,6</td>
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<td>Language</td>
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<td>9-12 L. 1-6</td>
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### Session Descriptions

#### Session Three: Job Site Visit

In this session students attend a workplace site visit. They see presentations about the company, conduct informational interviews, and participate in a series of challenges. A detailed itinerary is in the JA Job Shadow Site Coordinator Guide.

**Students will:**
- Observe and analyze a company’s presentations to discern business mission, values, and functions
- Make ethical decisions related to a business scenario
- Conduct informational interviews
- Relate what was learned from a workplace visit to a personal career path

**Illinois Social Studies Standards**
SS.9-12.IS.5. Gather and evaluate information from multiple primary and secondary sources that reflect the perspectives and experiences of multiple groups, including marginalized groups.

**Workplace Skills and Career Student Competencies**

**Workplace Skills**
- B4 Prepare for job interview.
- F2 Identify positive behavior.
- F3 Identify company dress and appearance standards
- F4 Participate in meetings in a positive and constructive manner.
- F6 Identify how to treat people with respect.

**Common Core ELA**
- Reading for Informational Text 9-10 RI. 1,2,4
- 11-12 RI. 2,4
- Speaking and Listening 9-12 SL.1,2,3,6
- Language 9-12 L. 1-6

#### Session Four: Site Visit Reflection

In this session students reflect on their site visit and write a thank you note to their hosts and any informational interview subjects. They create a resume and an online professional profile.

**Students will:**
- Evaluate personal career plan
- Create a resume
- Research local individuals working in preferable careers (optional)
- Create an online job search profile
- Write thank you notes

**Illinois Social Studies Standards**
SS.9-12.IS.6. Analyze evidence and identify counter perspectives to revise or strengthen claims.

**Workplace Skills**
- L1 Respond to praise or criticism.
- L2 Provide constructive praise or criticism.

**Common Core ELA**
- Reading for Informational Text 9-10 RI. 2,4,6
- 11-12 RI. 2,4,8
- Speaking and Listening 9-12 SL. 1-4
- Writing 9-10 W. 3,4,6
- 11-12 W.2,4,6
- Language 9-12 L. 1-6

#### Session Five: Interviewing for a Job

In this session students learn how to behave professionally and answer questions on job interviews, and they practice interviewing for a job. They explore how to secure a job shadow placement.

**Students will:**
- Identify common interview mistakes
- Investigate common job interview formats
- Practice job interviews from both the employer’s and applicant’s perspectives
- Prepare for job interview
- Plan and obtain job shadow commitment

**Illinois Social Studies Standards**
SS.9-12.IS.2. Develop culturally informed, student-driven supporting questions that contribute to inquiry.

**Workplace Skills**
- B1 Locate employment opportunities.
- B1 Identify job requirements.
- B2 Locate resources for finding employment.
- B4 Prepare for job interview.
- B5 Identify conditions for employment.
- B6 Evaluate job opportunities.

**Common Core ELA**
- Reading for Informational Text 9-12 RI. 2,4
- Speaking and Listening 9-12 SL. 1-6
- Language 9-12 L. 1-6
### Session Six: Job Shadow Prep
In this session students prepare for their job shadow experience by developing questions to ask of their job shadow subjects, learning about appropriate workplace behavior, and researching the companies where they will spend time.

**Students will:**
- Research the job shadow subject’s company, employees, and industry
- Develop questions for the job shadow experience
- Distinguish between appropriate and inappropriate workplace behavior
- Assess personal preparedness for the job shadow experience

**Illinois Social Studies Standards**
- SS.9-12.IS.2: Develop culturally informed, student-driven supporting questions that contribute to inquiry.
- SS.9-12.IS.9: Develop and prepare communication by identifying stakeholders (or audiences) and evaluate what messages and media are likely to result in stakeholder support or opposition.

**Workplace Skills and Career Student Competencies**
- **Workplace Skills**
  - B1 Locate employment opportunities.
  - B1 Identify job requirements.
  - B4 Prepare for job interview.
  - B5 Identify conditions for employment.
  - B6 Evaluate job opportunities.
  - D1 Communicate orally with others.
  - F1 Assess business image, products, and/or services.
  - F2 Identify positive behavior.
  - F3 Identify company dress and appearance standards
  - F4 Participate in meetings in a positive and constructive manner.
  - F6 Identify how to treat people with respect.

**Common Core ELA**
- Reading for Informational Text 9-12 RI. 2,4
- Speaking and Listening 9-12 SL. 1,2,4,6
- Writing 9-12 W. 4,6,7
- Language 9-12 L. 1-6

### Session Seven: Job Shadow Experience
In this session students visit a workplace and participate in an independent job shadow experience with the host(s) they identified.

**Students will:**
- Complete a job shadow experience
- Observe and analyze a workplace to evaluate relevancy to personal career plan
- Adapt behavior to a work environment
- Develop professional networking contacts

**Illinois Social Studies Standards**
- SS.9-12.IS.5: Gather and evaluate information from multiple primary and secondary sources that reflect the perspectives and experiences of multiple groups, including marginalized groups.

**Workplace Skills**
- D1 Communicate orally with others.
- F1 Assess business image, products, and/or services.
- F2 Identify positive behavior.
- F3 Identify company dress and appearance standards
- F4 Participate in meetings in a positive and constructive manner.
- F6 Identify how to treat people with respect.

**Common Core ELA**
- Reading for Informational Text 9-12 RI. 2,4
- Speaking and Listening 9-12 SL. 1,2,3,6
- Language 9-12 L. 1-6

### Session Eight: Job Shadow Reflection & Career Planning
In this session students reflect on their job shadow experience and write up their notes. They analyze the relevance of the company and jobs they observed to their own career path plans and consider next steps.

**Students will:**
- Analyze job shadow experience.
- Re-evaluate personal career plan.
- Demonstrate appropriate workplace etiquette.

**Illinois Social Studies Standards**
- S.9-12.EC.FL.2: Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.
- SS.9-12.IS.6: Analyze evidence and identify counter perspectives to revise or strengthen claims.

**Workplace Skills**
- L1 Respond to praise or criticism.
- L2 Provide constructive praise or criticism.

**Common Core ELA**
- Reading for Informational Text 9-12 RI. 2,4
- Speaking and Listening 9-12 SL. 1,2,3,6
- Writing 9-10 W. 3,4,6
- 11-12 W. 2,4,6
- Language 9-12 L. 1-6

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### Session Descriptions

#### Session One: Earning, Employment, and Income

Students learn that healthy personal finances require planning and managing. They begin to analyze the financial implications of their educational and career choices as a basis for understanding the relationship between earnings and personal finance. Students also explore how their decisions can affect other people with whom they have relationships and practice using healthy behaviors to discuss shared financial decisions.

**Students will:**
- Explain how values, priorities, and educational goals can affect career decisions.
- Identify employment options that align with your priorities and values.
- Recognize how your financial decisions can affect others.
- Use healthy relationship behaviors to discuss shared financial decisions.

**Illinois Social Studies Standards**
- SS.EC.FL.1.9-12 Analyze the costs and benefits of various strategies to increase income.
- S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.

**PaCE**
- A student should be exposed to a finance literacy unit in a course or workshop

**Workplace Skills and Career Student Competencies**
- A1 Match interest to employment area.
- A3 Match attitudes to job area.
- A4 Match personality type to job area.
- J2 Practice time management.
- J3 Assume responsibility for decisions and actions.

**Common Core ELA**
- Grades 9-12
  - 9-12.RI.4
  - 9-12.RI.6
  - 9-12.W.3-4
  - 9-12.SL.1-3
  - 9-12.L.1-4

#### Session Two: Budgeting

Students investigate the importance of budgeting and how to plan for staying within a budget. They review characteristics of a healthy relationship and explore how shared budgeting creates opportunities to talk about equality, independence, and respect.

**Students will:**
- Recognize the importance of making and keeping a budget or spending plan.
- Identify categories of expenses on a budget.
- Explain how to use a budget to clarify shared financial decisions with another person.
- Prioritize expense categories on a budget.

**Social Science**
- SS.9-12.EC.FL.1. Understand how costs and benefits can be subject to individual circumstances and factors outside of one's control.
- S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.
- SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made.

**Workplace Skills and Career Student Competencies**
- J2 Practice time management.
- J3 Assume responsibility for decisions and actions.
- M2 Work with team members.
- M3 Complete a team task.

**Common Core ELA**
- Grades 9-12
  - 9-12.RI.1 RI.4
  - 9-12.RI.6
  - 9-12.W.4
  - 9-12.SL.1-3
  - 9-12.L.1-4
### Session Three: Savings

Students analyze the role that saving plays in their personal finances. They explore how having a healthy savings plan is necessary in all phases of life but is especially critical for big-ticket items and emergencies. Students learn how to apply communication strategies when discussing financial issues.

**Students will:**
- Recognize reasons for saving.
- Explain how saving can help you earn interest instead of paying interest.
- Use strategies to achieve a saving goal.
- Recognize unhealthy relationship behaviors related to saving.

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</table>
| SS.9-12.EC.FL.3. Explain how time, interest rates, and inflation influence saving patterns over a lifetime. | J1 Identify established rules, regulations, and policies  
J2 Practice time management.  
J3 Assume responsibility for decisions and actions.  
J4 Exhibit pride.  
J5 Display initiative. | Grades 9-12  
9-12 RI.4  
9-12.RL.6  
9-12.W.3-4  
9-12 SL.1-2  
9-12 SL.4  
9-12.L.1-4 |

### Session Four: Credit and Debt

Students analyze the importance of credit and the outcomes of wise and poor use of credit. They examine the potential consequences of sharing credit or cosigning for loans.

**Students will:**
- Differentiate between credit and debt.
- Recognize the factors that affect an individual’s credit score and credit history.
- Recognize the consequences of a low credit score.
- Recognize the impact of sharing credit cards or cosigning for loans.

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<th>Workplace Skills and Career Student Competencies</th>
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</table>
| SS.9-12.EC.FL.4. Analyze costs and benefits of different credit and payment options for goods and services, the role of lenders and interest, and the impact of each on individuals and multiple communities. | D1 Communicate orally with others.  
D4 Following written directions.  
D5 Ask questions about tasks  
F2 Identify positive behavior. | Grades 9-12  
9-12.RI.1  
9-12.RI.4  
9-12.RL.6  
9-12.SL.1-3  
9-12.L.1  
9-12.L.3-4 |
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<tr>
<td><strong>Session Five: Consumer Protection</strong></td>
<td>SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students. SS.9-12.EC.5. Use benefits and costs to evaluate the effectiveness of government policies to improve market outcomes. SS.9-12.EC.6. Evaluate the extent to which specific government policies address inequalities, improve market outcomes, or reduce inefficiencies, and the unintended consequences of these policies for one's community and for diverse groups of people.</td>
<td>D1 Communicate orally with others. D4 Following written directions. D5 Ask questions about tasks</td>
<td>Grades 9-12 9-12.RI.1 9-12.RI.4 9-12.RI.6 9-12.W.4 9-12.SL.1 9-12.SL.3-4 9-12.L.1-4</td>
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<tr>
<td><strong>Students will:</strong></td>
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<tr>
<td>• List ways to protect online information.</td>
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<td>• Recognize how a credit report can help identify suspicious activity related to your finances.</td>
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<td>• Recognize risks involved with sharing finances.</td>
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<td><strong>Session Six: Smart Shopping</strong></td>
<td>SS.9-12.EC.FL.4. Analyze costs and benefits of different credit and payment options for goods and services, the role of lenders and interest, and the impact of each on individuals and multiple communities.</td>
<td>H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills. H4 Evaluate options.</td>
<td>Grades 9-12 9-12.RI.4 9-12.RI.6 9-12.SL.2 9-12.L.3</td>
</tr>
<tr>
<td>Students learn about comparison shopping and participate in a simulated shopping experience. They explore communicating with other people about consumer behaviors and shared shopping. A volunteer or the teacher can introduce and wrap up the session.</td>
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<tr>
<td><strong>Students will:</strong></td>
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<tr>
<td>• Identify the factors necessary for making an informed purchase.</td>
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<td>• Compare and contrast prices and data when making a purchase decision.</td>
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<td>• Calculate savings gained through smart shopping.</td>
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<tr>
<td>Students practice applying appropriate risk management strategies in scenarios and learn how to discuss risk management and manage the risks associated with shared financial choices.</td>
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<td><strong>Students will:</strong></td>
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<tr>
<td>• Recognize the risk of financial loss as an everyday reality for everyone.</td>
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<td>• Recognize risk management strategies and apply them appropriately.</td>
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<td>• Understand the role of personal responsibility in preventing financial loss.</td>
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<td>Session Descriptions</td>
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<td><strong>Session Eight: Investing</strong>&lt;br&gt;Students explore the difference between saving and investing, the advantages and potential returns of investing, and common types of investment products. Students also learn about various types of investment risks and self-assess their personal investment risk tolerance and communication with others about shared investments.</td>
<td>SS.9-12.EC.FL.3. Explain how time, interest rates, and inflation influence saving patterns over a lifetime. SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students.</td>
<td>D1 Communicate orally with others. J2 Practice time management. J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9-12&lt;br&gt;9-12.RI.1&lt;br&gt;9-12.RI.4&lt;br&gt;9-12.RI.6&lt;br&gt;9-12.SL.1&lt;br&gt;9-12.SL.2&lt;br&gt;9-12.SL.3&lt;br&gt;9-12.SL.4&lt;br&gt;9-12.L.4</td>
</tr>
<tr>
<td><strong>Students will:</strong>&lt;br&gt;• Evaluate investments with different levels of risk and reward. • Describe the role that compound interest plays in wealth over time. • Recognize that investment options carry different levels of risk and reward. • Analyze the risk tolerances for different investment strategies. • Recognize the importance of practicing healthy relationship behaviors in shared investment decisions.</td>
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<tr>
<td><strong>Session Nine: Credit Cards</strong>&lt;br&gt;(Optional: Self-Guided)&lt;br&gt;These 10-minute, student self-guided activities introduce credit cards as a form of short-term financing that can be used to pay a bill or make a purchase. Other topics covered include credit card types, credit card terms and credit card rights.</td>
<td>SS.9-12.EC.FL.4. Analyze costs and benefits of different credit and payment options for goods and services, the role of lenders and interest, and the impact of each on individuals and multiple communities.</td>
<td>F2 Identify positive behavior. H3 Employ reasoning skills. H4 Evaluate options. L3 Channel and control emotional reactions. L4 Resolve conflicts. L5 Display a positive attitude.</td>
<td>Grades 9-10&lt;br&gt;RI.9-10.1,2,4&lt;br&gt;W.9-10.4-7&lt;br&gt;L.9-10.1,2,4,6&lt;br&gt;Grades 11-12&lt;br&gt;RI.11-12.1,2,4&lt;br&gt;W.11-12.4-7&lt;br&gt;L.11-12.1,2,4,6</td>
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<tr>
<td><strong>Students will:</strong>&lt;br&gt;• Define the term “credit card.” • Understand the difference between a credit card and a debit card. • Discuss the reasons to use—and not to use—a credit card. • Describe how using a credit card can impact your credit rating for better or worse. • Discuss some of the pros and cons of sharing a credit card.</td>
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<tr>
<td>Session Descriptions</td>
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<td>Common Core ELA</td>
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</tbody>
</table>
| **Session Ten: Debt Management**  
*(Optional: Self-Guided)*  
These 10-minute, student self-guided activities include lessons on bankruptcy, loans, managing debt, defaulting on loans, and consumer credit counselling.  
**Students will:**  
- Recognize the process, purpose, and outcomes of declaring bankruptcy.  
- Identify the different types of bankruptcy.  
- Evaluate the pros and cons of declaring bankruptcy in different situations.  
- Analyze the impact of bankruptcy when debt is shared.  
| SS.9-12.EC.FL.4. Analyze costs and benefits of different credit and payment options for goods and services, the role of lenders and interest, and the impact of each on individuals and multiple communities. | F2 Identify positive behavior.  
H3 Employ reasoning skills.  
L3 Channel and control emotional reactions.  
L4 Resolve conflicts.  
L5 Display a positive attitude. | *Grades 9-10*  
RI.9-10.1,2,4  
W.9-10.4-7  
L.9-10.1,2,4,6  
*Grades 11-12*  
RI.11-12.1,2,4  
W.11-12.4-7  
L.11-12.1,2,4,6 |
| **Session 11: Net Worth**  
*(Optional: Self-Guided)*  
These 10-minute, student self-guided activities explain net worth and the process of determining net worth. Students will explore the different types of net worth, set financial goals, and learn about investing to build wealth.  
**Students will:**  
- Define net worth.  
- Explore the process of determining net worth.  
- Summarize the different types of net worth.  
- Investigate the significance of shared net worth.  
- Calculate their own net worth.  
| S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital. | F2 Identify positive behavior.  
H3 Employ reasoning skills.  
H4 Evaluate options. | *Grades 9-10*  
RI.9-10.1,2,4  
W.9-10.4-7  
L.9-10.1,2,4,6  
*Grades 11-12*  
RI.11-12.1,2,4  
W.11-12.4-7  
L.11-12.1,2,4,6 |
### Session Descriptions

<table>
<thead>
<tr>
<th>Session One: Understanding Stocks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students are introduced to the foundational concepts of stocks and the stock market through the analysis of an authentic, real-time stock market report. Then, they practice selecting stocks from a fictitious market to develop a portfolio.</td>
</tr>
</tbody>
</table>

**Students will:**
- Distinguish between private and public companies.
- Explain how and why people invest in corporations when they purchase stocks.
- Identify why companies issue stock.
- Explain how stocks can increase and decrease in value.
- Identify the steps in the process for buying and selling stocks on the stock market.

<table>
<thead>
<tr>
<th>Session Two: Stock Trading</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students explore how stocks are traded, how stock prices are affected by current events, and how investors make investment decisions and diversify their portfolios. Students are introduced to stock indexes/averages and stock tables, and they practice buying, selling, or holding stocks from their fictitious stock portfolio.</td>
</tr>
</tbody>
</table>

**Students will:**
- Discuss the impact that economic events have on stock prices and supply and demand.
- Analyze the data in a stock table.
- Practice following the process for buying and selling stocks on the stock market.

<table>
<thead>
<tr>
<th>Session Three: Exploring Dividends</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students analyze today’s stock market and explore the concept of dividends. Students analyze their fictitious stock portfolio and calculate their dividend payments.</td>
</tr>
</tbody>
</table>

**Students will:**
- Analyze how current events are affecting stock prices.
- Demonstrate an understanding of how cash dividends are earned and calculated.
- Evaluate the success of a fictitious stock portfolio in relation to market events.

### Illinois Social Studies Standards

- SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students.
- SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students.
- SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.
- SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made.
- SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students.

### Workplace Skills and Career Student Competencies

- D1 Communicate orally with others.
- D4 Following written directions.
- D5 Ask questions about tasks
- J1 Identify established rules, regulations, and policies
- J2 Practice time management.

### Common Core ELA

- Grades 9-10 RI.9-10.1,2,4 SL.9-10.1,2,3 L.9-10.1-6
- Grades 11-12 RI.11-12.1,2,4 SL.11-12.1-3 L.11-12.1-6
- Grades 9-10 RI.9-10.2,4,6 SL.9-10.1-3 L.9-10.1-6
- Grades 11-12 RI.11-12.2,4,6,7 SL.11-12.1-3 L.11-12.1-6
- Grades 9-10 RI.9-10.2,4 SL.9-10.1-2 L.9-10.1-6
- Grades 11-12 RI.11-12.2,4 SL.11-12.1 L.11-12.1-6
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<th>Common Core ELA</th>
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<tr>
<td><strong>Session Four: Best-in-Class Competition</strong>&lt;br&gt;Students put their new stock market knowledge and skills into practice as they compete to win an in-class competition. This session is designed to be flexible based on students’ grade level and experience, plus the online stock market simulation tool selected by local JA Areas.&lt;br&gt;&lt;br&gt;<strong>Students will:</strong>&lt;br&gt;• Implement knowledge of how to buy and sell stocks.&lt;br&gt;• Apply knowledge of how current events can impact stock prices.&lt;br&gt;• Evaluate the possible trade-off for each stock decision, prior to committing to the decision.&lt;br&gt;• Communicate and collaborate effectively within a team to successfully implement game strategies.</td>
<td>SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>D1 Communicate orally with others.&lt;br&gt;D4 Following written directions.&lt;br&gt;D5 Ask questions about tasks&lt;br&gt;J1 Identify established rules, regulations, and policies&lt;br&gt;J2 Practice time management.&lt;br&gt;J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9-10&lt;br&gt;RI.9-10.2,4,6&lt;br&gt;SL.9-10.1,2,3&lt;br&gt;L.9-10.1-6&lt;br&gt;Grades 11-12&lt;br&gt;RI.11-12.2,4,6&lt;br&gt;SL.11-12.1-3&lt;br&gt;L.11-12.1-6</td>
</tr>
<tr>
<td><strong>Session Five: Planning for the Future</strong>&lt;br&gt;Students reflect on the experience of participating in the in-class competition and/or the JA Stock Market Challenge event and connect the simulations to the real world. They conclude the program by developing their own.&lt;br&gt;&lt;br&gt;<strong>Students will:</strong>&lt;br&gt;• Compare and contrast real vs. simulated stock markets&lt;br&gt;• Identify various asset classes and assess the risks of each&lt;br&gt;• Develop a personal financial plan&lt;br&gt;• Reflect on your learning and growth throughout the program</td>
<td>SS.9-12.EC.1. Analyze how scarcity and incentives influence the consumption choices for goods and services made by different individuals and communities and evaluate the role of scarcity, both from nature and human-made.&lt;br&gt;SS.9-12.EC.FL.1. Understand how costs and benefits can be subject to individual circumstances and factors outside of one’s control.&lt;br&gt;S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>H1 Identify the problem.&lt;br&gt;H2 Identify solutions to a problem and their impact.&lt;br&gt;H3 Employ reasoning skills.&lt;br&gt;H4 Evaluate options.</td>
<td>Grades 9-10&lt;br&gt;RI.9-10.2,4&lt;br&gt;W.9-10.2,4,5,6&lt;br&gt;SL.9-10.1,2,4&lt;br&gt;L.9-10.1-6&lt;br&gt;Grades 11-12&lt;br&gt;RI.11-12.2,4&lt;br&gt;SL.11-12.1,2,3,4&lt;br&gt;L.11-12.1-6</td>
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<tr>
<td><strong>Analyzing Initial Public Offerings (IPOs)</strong>&lt;br&gt;Students learn some of the factors that investors consider when selecting an IPO for investment.&lt;br&gt;&lt;br&gt;<strong>Students will:</strong>&lt;br&gt;• Identify the factors to consider when deciding whether to invest in an IPO</td>
<td>SS.9-12.EC.7. Analyze the ways in which market structures influence what is produced and distributed in a market system while accounting for disparity in both implementation and outcomes in one’s own and other communities.</td>
<td>J1 Identify established rules, regulations, and policies&lt;br&gt;J2 Practice time management.&lt;br&gt;J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9-10&lt;br&gt;RI.9-10.1,2,4&lt;br&gt;W.9-10.4,6,7&lt;br&gt;L.9-10.1-6&lt;br&gt;Grades 11-12&lt;br&gt;RI.11-12.2,4&lt;br&gt;W.11-124,6,7, L.11-12.1-6</td>
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<tr>
<td><strong>Comparing Investment Channels</strong></td>
<td>SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills. H4 Evaluate options.</td>
<td>Grades 9-10 RI.9-10.1,4 W.9-10.4,6 L.9-10.3,6</td>
</tr>
<tr>
<td>Students will:</td>
<td>Students will: <strong>Compare the advantages and disadvantages of buying and selling investments through various channels.</strong></td>
<td></td>
<td>Grades 11-12 RI.11-12.1,4 W.11-12.4,6 L.11-12.1,2,4,6</td>
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<td></td>
<td>Students learn about several ways in which investors buy and sell stocks, uncovering the upsides and downsides of each method.</td>
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<tr>
<td><strong>Data Gathering</strong></td>
<td>SS.9-12.IS.5. Gather and evaluate information from multiple primary and secondary sources that reflect the perspectives and experiences of multiple groups, including marginalized groups.</td>
<td>J1 Identify established rules, regulations, and policies J2 Practice time management. J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9-10 RI.9-10.1,2,4 W.9-10.4,6 L.9-10.1,2,4,6</td>
</tr>
<tr>
<td>Students will:</td>
<td>Students learn where investors can find detailed information about companies and how to evaluate each source of information.</td>
<td></td>
<td>Grades 11-12 RI.11-12.1,2,4 W.11-12.4,6 L.11-12.1,2,4,6</td>
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<td></td>
<td>Students will: <strong>Identify what resources investors use to make informed investment decisions.</strong> <strong>Express why investors research companies before making investment decisions.</strong></td>
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<tr>
<td><strong>Diversification and Risk</strong></td>
<td>SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students.</td>
<td>J1 Identify established rules, regulations, and policies J2 Practice time management. J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9-10 RI.9-10.1,2,4 W.9-10.4,6 L.9-10.1,2,4,6</td>
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<tr>
<td>Students will:</td>
<td>Students learn that, even though individual investors may have different risk tolerances, smart investors always seek to minimize their risk by diversifying their portfolios.</td>
<td></td>
<td>Grades 11-12 RI.11-12.1,2,4 W.11-12.4,7 L.11-12.1,2,4,6</td>
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<td>Students will: <strong>Identify different levels of risk tolerance.</strong> <strong>Express how and why investors use diversification to minimize risk.</strong></td>
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<tr>
<td><strong>Evaluating Your Financial Plan</strong></td>
<td>SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students.</td>
<td>H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills. H4 Evaluate options.</td>
<td>Grades 9-10 RI.9-10.1,2,4 W.9-10.2,4,6,7 L.9-10.1,2,4,6</td>
</tr>
<tr>
<td>Students will:</td>
<td>Students learn how to review their financial plans and select investments that meet stated goals.</td>
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<td>Grades 11-12 RI.11-12.1,2,4 W.11-12.2,4,6 L.11-12.1,2,4,6</td>
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<tr>
<td></td>
<td>Students will: <strong>Review and evaluate their financial plans.</strong> <strong>Select possible investments that meet the goals of the financial plan.</strong></td>
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<tr>
<td><strong>Factors That Influence Stock Prices</strong></td>
<td>SS.9-12.EC.FL.1. Understand how costs and benefits can be subject to individual circumstances and factors outside of one's control. SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills.</td>
<td>Grades 9-10 RI.9-10.1,2,4 L.9-10.1,2,4,6</td>
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<tr>
<td>Students will:</td>
<td>Students learn the basics of supply and demand in the stock market, explore factors that impact stock price, and read and respond to scenarios related to determining stock price.</td>
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<td>Grades 11-12 RI.11-12.1,2,4 L.11-12.1,2,4,6</td>
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<td></td>
<td>Students will: <strong>Explain how supply and demand govern the price of a stock when it is traded on a stock market.</strong> <strong>Describe factors that influence stock price.</strong></td>
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</table>
## Session Descriptions

### Factors That Influence Stock Prices

Students learn the basics of supply and demand in the stock market, explore factors that impact stock price, and read and respond to scenarios related to determining stock price.

**Students will:**
- Explain how supply and demand govern the price of a stock when it is traded on a stock market.
- Describe the factors that can influence stock price.

**Illinois Social Studies Standards**
- SS.9-12.EC.FL.1. Understand how costs and benefits can be subject to individual circumstances and factors outside of one's control.
- SS.9-12.EC.FL.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.

**Workplace Skills and Career Student Competencies**
- H1 Identify the problem.
- H2 Identify solutions to a problem and their impact.
- H3 Employ reasoning skills.

**Common Core ELA**
- Grades 9-10: RI.9-10.1,2,4, L.9-10.1,2,4,6
- Grades 11-12: RI.11-12.1,2,4, L.11-12.1,2,4,6

### Financial Watchdogs

Students learn about several groups who oversee the financial sector, set and enforce the policies and laws regulating it, and protect investors.

**Students will:**
- Identify the protections provided to investors by market regulatory agencies that oversee financial markets, products, and professionals.

**Illinois Social Studies Standards**
- SS.9-12.EC.FL.1. Understand how costs and benefits can be subject to individual circumstances and factors outside of one's control.
- SS.9-12.EC.6. Evaluate the extent to which specific government policies address inequalities, improve market outcomes, or reduce inefficiencies, and the unintended consequences of these policies for one's community and for diverse groups of people.

**Workplace Skills and Career Student Competencies**
- J1 Identify established rules, regulations, and policies.
- J2 Practice time management.

**Common Core ELA**
- Grades 9-10: RI.9-10.1,2,4, L.9-10.1,2,4,6
- Grades 11-12: RI.11-12.1,2,4,7, SL.11-12.2,4, L.11-12.1,2,4,6

### Investing for the Long Term

Students learn why investing over the long-term offers the best path toward success in the market and why day trading can be fraught with risk.

**Students will:**
- Identify the value of and benefits associated with long-term investments.
- Express the risks associated with day trading and short-term investments.

**Illinois Social Studies Standards**
- SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students.

**Workplace Skills and Career Student Competencies**
- H1 Identify the problem.
- H2 Identify solutions to a problem and their impact.
- H3 Employ reasoning skills.

**Common Core ELA**
- Grades 9-10: RI.9-10.1,2,4, W.9-10.4,6, L.9-10.1,2,4,6
- Grades 11-12: RI.11-12.1,2,4, W.11-12.4,6, L.11-12.1,2,4,6

### My Stock Portfolio

This student self-guided activity enables students to practice what they have learned about investing as they research, select, and track real stocks on the stock market using an initial imaginary investment of $10,000. This activity has no time limit, and students may track and adjust their portfolios for as long as they’d like. You might want to set time parameters on this project, such as a month, six weeks, or some other period of time that makes sense for students to be able to track their portfolios.

**Students will:**
- Apply research-based investment decisions.
- Practice following the process for buying and selling stocks.

**Illinois Social Studies Standards**
- SS.9-12.EC.FL.5. Evaluate risks and returns on diversified investments while accounting for the individual risk disposition among students.
- SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.

**Workplace Skills and Career Student Competencies**
- H1 Identify the problem.
- H2 Identify solutions to a problem and their impact.
- H3 Employ reasoning skills.

**Common Core ELA**
- Grades 9-10: RI.9-10.2,4, W.9-10.6-9, L.9-10.1,2,3,4,6
- Grades 11-12: RI.11-12.2,4, W.11-12.6-9, L.11-12.1,2,3,4,6
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<tr>
<td>Preparing for the JA Stock Market Challenge</td>
<td>SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>J1 Identify established rules, regulations, and policies J2 Practice time management. J3 Assume responsibility for decisions and actions.</td>
<td>Grades 9-10 RI.9-10.1,2,4,7 SL.9-10.2,4 L.9-10.1,2,3,4,6</td>
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<tr>
<td>Students will:</td>
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<td></td>
<td>Grades 11-12 RI.11-12.1,2,4,7 SL.11-12.2,4 L.11-12.1,2,4,6</td>
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<tr>
<td>• Review the big ideas about investing, specifically stocks and stock trading.</td>
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<tr>
<td>• Prepare for the JA Stock Market Challenge.</td>
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<tr>
<td>Private vs. Public Companies</td>
<td>SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills.</td>
<td>Grades 9-10 RI.9-10.1,2,4 W.9-10.4,6 L.9-10.1,2,4,6</td>
</tr>
<tr>
<td>Students learn the basics of company ownership models using a pizza business scenario. They explore the advantages and disadvantages for a company of remaining private or becoming publicly owned.</td>
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<td>Grades 11-12 RI.11-12.1,2,4 W.11-12.4,6 L.11-12.1,2,4,6</td>
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<tr>
<td>Students will:</td>
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<tr>
<td>• Demonstrate an understanding of the differences between private and public companies as they relate to company ownership.</td>
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<tr>
<td>• Explain why a company would remain private or go public.</td>
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<tr>
<td>Setting Stock Prices &amp; Trading Stock</td>
<td>SS.9-12.EC.FL.1. Understand how costs and benefits can be subject to individual circumstances and factors outside of one's control.</td>
<td>H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills.</td>
<td>Grades 9-10 RI.9-10.1,2,4 L.9-10.1,2,4,6</td>
</tr>
<tr>
<td>Students learn why public companies sell stock, what happens during a company’s initial public offering, and how stocks are traded on a stock exchange.</td>
<td></td>
<td></td>
<td>Grades 11-12 RI.11-12.1,2,4 L.11-12.1,2,4,6</td>
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<tr>
<td>Students will:</td>
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<tr>
<td>• Identify how a stock’s price is set during a company’s initial public offering.</td>
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<tr>
<td>• Identify the steps in the process for buying and selling stocks on a stock exchange.</td>
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<tr>
<td>Smart Investing</td>
<td>SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills.</td>
<td>Grades 9-10 RI.9-10.1,2,4 W.9-10.4,6 SL.9-10.2,3 L.9-10.1,2,4,6</td>
</tr>
<tr>
<td>Students learn the basics of stock market investing, read and respond to scenarios about investing, and are introduced to three investing strategies.</td>
<td></td>
<td></td>
<td>Grades 11-12 RI.11-12.1,2,4 W.11-12.4,6 SL.11-12.2,3 L.11-12.1,2,4,6</td>
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<tr>
<td>Students will:</td>
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<tr>
<td>• Recognize basic principles of investing in stocks.</td>
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<tr>
<td>• List strategies for smart investing.</td>
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<td>Session Descriptions</td>
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<td>Common Core ELA</td>
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</tbody>
</table>
| Taxes and the Stock Market | Students learn about short- and long-term capital gains and the ways in which they are taxed differently, depending upon income.  
Students will:  
• Examine how short- and long-term capital gains are taxed. | SS.9-12.EC.5. Use benefits and costs to evaluate the effectiveness of government policies to improve market outcomes.  
SS.9-12.EC.6. Evaluate the extent to which specific government policies address inequalities, improve market outcomes, or reduce inefficiencies, and the unintended consequences of these policies for one's community and for diverse groups of people. | H1 Identify the problem.  
H2 Identify solutions to a problem and their impact.  
H3 Employ reasoning skills.  
Grades 9-10  
RI.9-10.1,2,4  
W.9-10.4,6  
L.9-10.1,2,4,6  
Grades 11-12  
RI.11-12.1,2,4  
W.11-12.4,6  
L.11-12.1,2,4,6 |
| The Animals of the Stock Market | Students learn terms and jargon commonly used by investors when talking about investing and the stock market.  
Students will:  
• Express terms that describe people, events, and situations linked to investing | NA | J1 Identify established rules, regulations, and policies  
J2 Practice time management  
Grades 9-10  
RI.9-10.1,2,4  
W.9-10.4,6  
L.9-10.1,2,4,6  
Grades 11-12  
RI.11-12.1,2,4  
W.11-12.4,6  
L.11-12.1,2,4,6 |
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<th>Session Descriptions</th>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
<th>Common Core ELA</th>
<th>Common Core Math</th>
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<td></td>
<td>Students explore how price and production can affect business performance.</td>
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<tr>
<td>Students will:</td>
<td>• Explain how product price makes an impact on profits</td>
<td></td>
<td>RI.9-10.2,4,8</td>
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<tr>
<td></td>
<td>• Describe how production can affect price, sales, and profit</td>
<td></td>
<td>SL.9-10.1-4</td>
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<td>L.9-10.1,2,4,6</td>
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<td>Grades 11-12</td>
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<td>RI.11-12.2,4</td>
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<td>W.11-12.2,4</td>
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<td>W.11-12.7-8</td>
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<td>L.11-12.6</td>
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<tr>
<td></td>
<td>Students make decisions about price and production levels using the <em>JA Titan</em> computer simulation.</td>
<td></td>
<td>RI.9-10.4</td>
<td>CC.2.4.</td>
</tr>
<tr>
<td>Students will:</td>
<td>• Make informed business price and production decisions</td>
<td></td>
<td>W.9-10.2</td>
<td>HS.B.</td>
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<td>SL.9-10.1,2,3,4,6</td>
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<tr>
<td>Session Three: Cutting Edge</td>
<td>SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>Career 13.2.11.E 13.3.11.B, C 13.4.11.C</td>
<td>Grades 9-10</td>
<td>NA</td>
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<tr>
<td></td>
<td>Students design a marketing plan.</td>
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<td>RI.9-10.2,4</td>
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<tr>
<td>Students will:</td>
<td>• Explore why a business conducts research and development</td>
<td></td>
<td>W.9-10.2</td>
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<td></td>
<td>• Explain how businesses determine their target markets and conduct market research</td>
<td></td>
<td>SL.9-10.1,2,3,4,6</td>
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<tr>
<td></td>
<td>• Explain how marketing affects sales</td>
<td></td>
<td>L.9-10.1,2,4,6</td>
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<td></td>
<td>• Identify key marketing strategies</td>
<td></td>
<td>Grades 11-12</td>
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<td>RI.11-12.2,4</td>
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<td>W.11-12.2,4,7,8</td>
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<td><strong>Session Four: Cutting Edge–The Simulation</strong></td>
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<tr>
<td>Students make decisions about price, production, and research and development using the JA Titan computer simulation.</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td></td>
<td>Grades 9-10</td>
<td>Statistics &amp; Probability</td>
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<tr>
<td>Students will:</td>
<td></td>
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<td>RI.9-10.2,4</td>
<td>S-IC</td>
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<tr>
<td>• Make informed research and development and marketing decisions</td>
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<td>W.9-10.2,7</td>
<td>S-IC.1</td>
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<td>S-IC.6</td>
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<td>Mathematical Practices</td>
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<tr>
<td><strong>Session Five: Make an Investment</strong></td>
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<td>Grades 9-10</td>
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<tr>
<td>Students solicit capital investment.</td>
<td>SS.9-12.EC.7. Analyze the ways in which market structures influence what is produced and distributed in a market system while accounting for disparity in both implementation and outcomes in one's own and other communities.</td>
<td></td>
<td>RI.9-10.2</td>
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<tr>
<td>Students will:</td>
<td></td>
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<td>SL.9-10.1-4</td>
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<tr>
<td>• Discuss reasons that businesses use different capital investment strategies</td>
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<td>L.9-10.1-2</td>
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<tr>
<td>• Make recommendations for capital investment based on set parameters</td>
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<td>Grades 11-12</td>
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<tr>
<td>• Define charitable giving and explain why businesses make decisions to share their resources</td>
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<td></td>
<td>RI-11-12.2</td>
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<tr>
<td><strong>Session Six: Make an Investment–The Simulation</strong></td>
<td></td>
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<td>Grades 9-10</td>
<td>Statistics and Probability</td>
</tr>
<tr>
<td>Students make decisions about capital investment, price, production, research and development, and charitable giving using the JA Titan computer simulation.</td>
<td>SS.9-12.EC.7. Analyze the ways in which market structures influence what is produced and distributed in a market system while accounting for disparity in both implementation and outcomes in one's own and other communities.</td>
<td></td>
<td>RI.9-10.2,4</td>
<td>CC.2.4.HS.B.</td>
</tr>
<tr>
<td>Students will:</td>
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<td></td>
<td>W.9-10.2,7</td>
<td>CC.2.4.HS.B.3</td>
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<tr>
<td>• Make business decisions by applying their knowledge to a business simulation</td>
<td></td>
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<td>SL.9-10.1,2,3,4,6</td>
<td>CC.2.4.HS.B.5</td>
</tr>
<tr>
<td>• Use what they have learned about price, production, research and development, marketing, capital investment, and charitable giving to make business decisions using the JA Titan computer simulation</td>
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<td>L.9-10.1,2,4,6</td>
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<td>Grades 11-12</td>
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<td>L.11-12.1,2,3,4,6</td>
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</tbody>
</table>
### Session Descriptions

**Session Seven: JA Titan of Industry – The Competition**

Students make decisions about capital investment, price, production, research and development, and charitable giving using the JA Titan computer simulation.

**Students will:**
- Demonstrate how business decisions affect business performance
- React appropriately to decisions made by other businesses

### Illinois Social Studies Standards

SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.

SS.9-12.EC.7. Analyze the ways in which market structures influence what is produced and distributed in a market system while accounting for disparity in both implementation and outcomes in one's own and other communities.

### Workplace Skills and Career Student Competencies

**Career**
- 13.2.11.E
- 13.3.11.B, C
- 13.4.11.C

### Common Core ELA

**Grades 9-10**
- RI.9-10.2,4
- W.9-10.2,7
- SL.9-10.1,2,3,4,6
- L.9-10.1,2,4,6

**Grades 11-12**
- RI.11-12.2,4
- W.11-12.2,4,7,8
- SL.11-12.1,2,3,4,6
- L.11-12.1,2,3,4,6

### Common Core Math

**Statistics and Probability**
- CC.2.4.HS.B.3
- CC.2.4.HS.B.5
### Tutorial: Getting Ready for Business*

Students are guided through an interactive tour of the JA Titan simulation. They learn about the program’s goals and key terms used in the simulation, and how to play JA Titan.

**Students will:**
- Recognize and correctly express the program’s key terms.
- Predict and identify various business trade-offs based on business decisions.
- Apply business decisions that indicate an understanding of the importance of profit to the success of a business.

SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.

**Workplace Skills and Career Student Competencies**

- H1 Identify the problem.
- H2 Identify solutions to a problem and their impact.
- H3 Employ reasoning skills.
- H4 Evaluate options.

### Competition Prep: Freestyle Exploration

Students jump straight into playing the JA Titan simulation. There is no teacher or volunteer led guidance or focus on a business concept. Instead, students learn solely by playing, using the Student Quick Start Guide and Student Activity Sheet.

**Students will:**
- Apply the profit equation: profit equals total revenue minus total costs.
- Apply the concept of pricing based on costs, productivity, and profit.
- Demonstrate an understanding that companies are constrained by limited resources.
- Evaluate the possible trade-offs for each business decision before committing to the decision.
- Use a budget as a strategy to monitor income, expenses, and other financial records.
- Identify potential customers and their preferred phone features to increase profitability.
- Identify a new phone feature to be developed to potentially increase profits.

SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.

**Common Core ELA**

- Grades 9-10:
  - RL.9-10.2,4
  - W.9-10.4,8
  - SL.9-10.1,2,4,6
  - L.9-10.1,2,4,6

- Grades 11-12:
  - RI.11-12.2,3,4,7
  - W.11-12.4,8
  - SL.11-12.1,2,4,6
  - L.11-12.1,2,4,6

**Common Core Math**

- Math HS
  - 1, 2, 4, 5, 6, 7, 8
## Session Details

### Competition Prep: How to Play JA Titan

Students learn key terms and concepts for the simulation: budget, cash-on-hand, CEO, expenses, income statement, price, and production.

**Students will:**
- Express and use the program’s key terms.
- Use a budget as a strategy to monitor income, expenses, and other financial records.
- Demonstrate an understanding that businesses are constrained by limited resources.
- Express the importance of profit to the success of a business.
- Practice using the features and functionality of the simulation interface.

### Competition Prep: Exploring Production

Students focus on the interconnected aspects of profit, price, cost, and production.

**Students will:**
- Express the profit equation.
- Describe how price is determined by cost plus markup. Express the importance of profit to the success of a business.
- Practice using the features and functionality of the simulation interface.

## Illinois Social Studies Standards

- SS.9-12.EC.4: Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.
- SS.9-12.EC.7: Analyze the ways in which market structures influence what is produced and distributed in a market system while accounting for disparity in both implementation and outcomes in one's own and other communities.

## Workplace Skills and Career Student Competencies

- H1 Identify the problem.
- H2 Identify solutions to a problem and their impact.
- H3 Employ reasoning skills.
- H4 Evaluate options.
- J1 Identify established rules, regulations, and policies
- J2 Practice time management.

## Common Core ELA

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<thead>
<tr>
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<th>Grades 11-12</th>
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<tbody>
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## Common Core Math

- Common Core HS Math

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<td>RI-11-12.2,3,4,7</td>
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<td>L.9-10.1,2,4,6</td>
<td>L.11-12.1,2,4,6</td>
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## Statistics & Probability

- CC.2.4.HS.B.
- CC.2.4.HS.B. 3
- CC.2.4.HS.B. 5

- Mathematica l Practices
  1-8
<table>
<thead>
<tr>
<th>Session Details</th>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
<th>Common Core ELA</th>
<th>Common Core Math</th>
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</thead>
<tbody>
<tr>
<td>Students focus on the impact R&amp;D and marketing can have on the product and the profits. Students will:</td>
<td>• Describe why R&amp;D and marketing expenses are investments. © Junior Achievement USA® 48</td>
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<td>• Express how R&amp;D and marketing decisions support the success of a company.</td>
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<td></td>
<td>• Practice using the features and functionality of the simulation interface.</td>
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<tr>
<td><strong>Competition Prep: Considering Economic Factors</strong></td>
<td>SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills. H4 Evaluate options.</td>
<td>Grades 9-10 RI.9-10.2,4 SL.9-10.2 L.9-10.1,2,4,6</td>
<td>Mathematical Practices 1-8</td>
</tr>
<tr>
<td>Students explore economic circumstances under which they may implement different strategies in preparation of the alternative scenario games available in the simulation. Students will:</td>
<td>• Express and use the program’s key terms. • Express the importance of profit to a business’s success. • Evaluate and select the optimal business-based choices using the resources available. • Recognize that shocks to demand or supply affect business management decisions.</td>
<td></td>
<td>Grades 11-12 RI-11-12.2,3,4,7 W.11-12.4,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,4,6</td>
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# Competition Prep: Presenting the JA Titan of Business Competition

In this game-based session, students compete as businesses to see which will be crowned the JA Titan of Industry.

**Students will:**
- Express the importance of profit to the success of a business.
- Apply the profit equation: profit equals total revenue minus total costs.
- Demonstrate an understanding that companies are constrained by limited resources.
- Evaluate the possible trade-offs for each business decision before committing to the decision.
- Use a budget as a strategy to monitor income, expenses, and other financial records.
- Identify potential customers and their preferred phone features to increase profitability.
- Identify a new phone feature to be developed to potentially increase profits. Additionally, depending on the simulation settings selected, students may:
  - Apply debt financing for profitability.
  - Express the benefits to a business of making intentional, positive CSR decisions for the business, its employees, and the community.

**Session Details**

<table>
<thead>
<tr>
<th>Illinois Social Studies Standards</th>
<th>Workplace Skills and Career Student Competencies</th>
<th>Common Core ELA</th>
<th>Common Core Math</th>
</tr>
</thead>
<tbody>
<tr>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>H1 Identify the problem.</td>
<td>Grades 9-10 R.I.9-10.2,4 S.L.9-10.2 L.9-10.1,2,4,6</td>
<td>Mathematical Practices 1-8</td>
</tr>
<tr>
<td>SS.9-12.EC.4. Evaluate how much competition exists within and among sellers and buyers within the markets to which the students or school community belong and other specific markets.</td>
<td>H2 Identify solutions to a problem and their impact.</td>
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<td></td>
<td>H3 Employ reasoning skills.</td>
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<td>H4 Evaluate options.</td>
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<td></td>
<td>J1 Identify established rules, regulations, and policies</td>
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<td></td>
<td>J2 Practice time management.</td>
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<td></td>
<td>L1 Respond to praise or criticism.</td>
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<td></td>
<td>L2 Provide constructive praise or criticism.</td>
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<tr>
<td></td>
<td>Grades 11-12 R.I.11-12.2,3,4,7 S.L.11-12.1,2,3,4,6 L.11-12.1-3</td>
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<tr>
<td>This session provides a deeper exploration and study of R&amp;D concepts.</td>
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<td>Grades 11-12 RI.11-12.2,3,4,7 W.11-12.2,4,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,6</td>
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<tr>
<td><strong>Students will:</strong></td>
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<tr>
<td>• Express the importance of R&amp;D to the continued profitability of a business.</td>
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<tr>
<td>• Identify a new feature to be developed for a smartphone that would potentially increase profits and practice working through the product design phase.</td>
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<tr>
<td><strong>Deep Dive: Marketing</strong>*</td>
<td>S.9-12.EC.FL.2. Explain the importance of making informed financial decisions by collecting information, planning, and budgeting while accounting for individual circumstances that can limit access to capital.</td>
<td>H1 Identify the problem. H2 Identify solutions to a problem and their impact. H3 Employ reasoning skills. H4 Evaluate options. D4 Following written directions. D5 Ask questions about tasks</td>
<td>Grades 9-10 RI.9-10.2,4,8 W.9-10.2,4,8 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6</td>
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<tr>
<td>This session provides a deeper exploration and study of marketing concepts.</td>
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<td>Grades 11-12 RI.11-12.2,3,4,7 W.11-12.2,4,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,6</td>
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<td><strong>Students will:</strong></td>
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<td>• Express the importance of marketing as an investment in the continued profitability of a business.</td>
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<td>• Apply the Four Ps of Marketing (product, place, price, and promotion) to a marketing plan to potentially increase a company’s profits.</td>
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<tr>
<td><strong>Deep Dive: Daily Business Operations Speaker Session</strong>*</td>
<td>NA</td>
<td>D1 Communicate orally with others. D5 Ask questions about tasks</td>
<td>Grades 9-10 SL.9-10.1-3 L.9-10.1,2,4,6</td>
<td>NA</td>
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