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

Updated October 2021
Illinois Social Science Standards
Workplace Skills Standards
PaCE Expectations
Illinois Career Student Competencies
Common Core State Standards Included

Junior Achievement USA®
One Education Way
Colorado Springs, CO 80906
www.ja.org
Overview

Junior Achievement programs offer a multidisciplinary approach that connects learning across social studies disciplines, such as economics, geography, history, government, and civics, while incorporating mathematical concepts and reasoning and language arts skills. This list is not meant to be exhaustive or intended to suggest that a JA program will completely address any given standard but is designed to show how it can enhance or complement efforts to do so. The flexibility of the programs and supplementary materials allow specific content or skills to be addressed in depth by the teacher and/or business volunteer as needed.

In this document, Junior Achievement programs are correlated to the New Illinois Learning Standards for Social Science for grades 6-8 as well as the Common Core State Standards in English/Language Arts and mathematics and the Illinois Workplace Skills and Career Development Competencies. Alternate delivery methods, such as student self-guided, cover the same learning objectives for social studies standards and the JA Pathway Competencies. However, the varied implementation models may cause slight variation in English Language Arts and Mathematics correlations.

JA Middle Grades Programs

JA Economics for Success® provides practical information about personal finance and the importance of identifying education and career goals based on a student’s skills, interests, and values.

JA Global Marketplace® Blended Model introduces students to the global marketplace and the ways in which countries buy and sell from each other. Through completion of this program, students will gain an understanding of the role of producers and consumers in the interconnected global market.

JA It’s My Business® Blended Model provides middle school students an opportunity to experience the initial steps necessary to start a business. New program content provides an authentic entrepreneurial experience for students, with each session building up to a product-pitch competition

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

JA Inspire™ is more than a career fair, it brings together the business community and local schools and is designed to help launch middle school students into their futures: high school, college, and careers beyond. (Grades 6-8)

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

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

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

JA It's My Job™ (Soft Skills) will help students understand the value of professional communication and soft skills, making them more employable to future employers across multiple career clusters. (Grades 6-12)
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<td>Social Sciences SS.IS.1.6-8 SS.IS.3.6-8 SS.EC.FL.1.6-8.LC</td>
<td>Career Student Competencies Explain how needs can be met in work and in leisure time</td>
<td>Grade 6 R1.6.2,4,7 SL.6.1,2 L.6.1,3,4</td>
<td>Grade 6 6.NS3 6.NS.C.5</td>
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<tr>
<td>Students make choices to better understand the concept of self-knowledge as they consider education, careers, and other life choices.</td>
<td></td>
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<td>Grade 7 R1.7.2,4 SL.7.1,2 L.7.1,3,4</td>
<td>Grade 7 6.NS.B.3 6.NS.C.5</td>
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<td><strong>Objectives:</strong></td>
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<td>Grade 8 R1.8.2,4 SL.8.1 L.8.1,3,4</td>
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<tr>
<td>Students will:</td>
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<td>▪ Use personal reflection to explain self-knowledge</td>
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<td>▪ Apply their skills, interests, and values to help determine a potential career path</td>
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<td><strong>Session Two: Be a Success</strong></td>
<td>Social Sciences SS.EC.FL.1.6-8.LC SS.EC.1.6-8.LC SS.EC.1.6-8.MdC</td>
<td>Career Student Competencies Predict ways in which some present careers may be different in the future</td>
<td>Grade 6 R1.6.4 SL.6.1,2 L.6.1,3,4</td>
<td>Grade 6 6.NS3 6.NS.C.5</td>
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<td>Students learn how to set goals for their financial future. They play the “Be A Success Game” to see the connection between personal finance, education, and careers.</td>
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<td>Grade 7 R1.7.4 SL.7.1,2 L.7.1,3,4</td>
<td>Grade 7 6.NS.B.3 6.NS.C.5</td>
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<td>Grade 8 R1.8.4 SL.8.1 L.8.1,3,4</td>
<td>Grade 8 7.RP.A.3</td>
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<tr>
<td>Students will:</td>
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<tr>
<td>▪ Identify the connection between goal setting, personal finance, education, and career choices</td>
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<td>▪ Apply decision making to education and career choices</td>
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<td><strong>Session Three: Keeping Your Balance</strong></td>
<td>Social Sciences SS.EC.1.6-8.LC SS.EC.1.6-8.MdC SS.EC.FL.1.6-8.MdC</td>
<td></td>
<td>Grade 6 R1.6.4,7 SL.6.1 L.6.1,3,4</td>
<td>Grade 6 6.NS.B.3 6.NS.C.5</td>
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<td>Students receive Occupation Cards and observe how different jobs provide different monthly salaries. Based on those monthly salaries, students evaluate the opportunity cost when making budget decisions.</td>
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<td>Grade 7 R1.7.4 SL.7.1 L.7.1,3,4</td>
<td>Grade 7 7.RP.A.3</td>
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<td>Students will:</td>
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<td>▪ Recognize that a balanced budget is important for all workers</td>
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<td>▪ Define the term income and differentiate between gross and net income</td>
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<td>▪ Name ways to balance a budget</td>
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<td>SS.EC.FL.2.6-8.MC</td>
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<tr>
<td><strong>Session One: Business and Customer</strong>&lt;br&gt;Students learn about the relationship between businesses, their customers, and the mutually beneficial exchange of products and services.</td>
<td><strong>Social Science-6-8</strong>&lt;br&gt;SS.IS.1.6-8: Create essential questions to help guide inquiry about a topic.&lt;br&gt;SS.G3.6-8.MdC: Explain how changes in transportation and communication influence the spatial connections among human settlements and affect the spread of ideas and culture.&lt;br&gt;SS.EC.2.6-8.LC: Analyze the role of innovation and entrepreneurship in a market economy.</td>
<td><strong>Illinois Workplace Skills Standards</strong>&lt;br&gt;K3 Recognize impact of technological changes on tasks and people.</td>
<td><strong>Grade 6</strong>&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7&lt;br&gt;W.6.4&lt;br&gt;SL.6.1-2&lt;br&gt;L.6.1-6</td>
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<td><strong>Objectives:</strong>&lt;br&gt;Students will:&lt;br&gt;- Identify what a business gains from an exchange with a customer&lt;br&gt;- Identify what a customer gains from an exchange with a business&lt;br&gt;- Define ethics and ethical dilemma (Deeper Look)&lt;br&gt;- Identify the stakeholders of a business.&lt;br&gt;- Evaluate whether the actions of a business, which had positive or negative implications to stakeholders, were ethical (Deeper Look)</td>
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<td><strong>Grade 7</strong>&lt;br&gt;RI.7.4&lt;br&gt;W.7.4&lt;br&gt;SL.7.1-2&lt;br&gt;L.7.1-6</td>
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<td><strong>Session Two: Business and Culture</strong>&lt;br&gt;Students learn that businesses must understand cultural differences to meet customers’ needs and make a profit in different countries.</td>
<td><strong>Social Science-6-8</strong>&lt;br&gt;SS.G2.6-8.MdC: Compare and contrast the cultural and environmental characteristics of different places or regions.&lt;br&gt;<strong>Social Emotional Learning Standards</strong>&lt;br&gt;1B.3a. Analyze how personal qualities influence choices and successes.&lt;br&gt;2A.3b. Analyze how one’s behavior may affect others.&lt;br&gt;2.B. Recognize individual and group similarities and differences.</td>
<td><strong>Illinois Workplace Skills Standards</strong>&lt;br&gt;D1 Communicate orally with others.&lt;br&gt;D4 Following written directions.&lt;br&gt;F2 Identify positive behavior.&lt;br&gt;F3 Identify company dress and appearance standards.&lt;br&gt;F6 Identify how to treat people with respect.</td>
<td><strong>Grade 6</strong>&lt;br&gt;RI.6.1&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7&lt;br&gt;W.6.4,7&lt;br&gt;SL.6.1-2&lt;br&gt;L.6.1-6</td>
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<td><strong>Objectives:</strong>&lt;br&gt;Students will:&lt;br&gt;- Identify business-related, cultural differences throughout the world&lt;br&gt;- Explain the need for international businesses to consider their customers’ cultural differences to provide for the customer and make a profit&lt;br&gt;- Identify cultural differences throughout the world that affect social interaction and communication</td>
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<td><strong>Grade 7</strong>&lt;br&gt;RI.7.1&lt;br&gt;RI.7.4&lt;br&gt;W.7.4,7&lt;br&gt;SL.7.1-2&lt;br&gt;SL.7.4&lt;br&gt;L.7.1-6</td>
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| **Session Three: Global Trade**  
Students learn that businesses trade to obtain products and services that customers want or need. Students will learn about imports and exports, examine the ways technology has improved international trade and participate in a global trade game.  
**Objectives:**  
Students will:  
- Identify reasons why countries trade  
- Demonstrate that countries benefit more from trade than from trying to meet all their own needs  
- Apply key terms related to trade.  
- Describe how improvements in technology can influence international trade.  
  
Social Science-6-8  
SS.G.1.6-8.LC: Use geographic representations (maps, photographs, satellite images, etc) to explain the relationships between the locations (places and regions) and changes in their environment.  
SS.G.1.6-8.MdC: Use mapping and graphing to represent and analyze spatial patterns of different environmental and cultural characteristics.  
  
**Illinois Workplace Skills Standards**  
D1 Communicate orally with others.  
K3 Recognize impact of technological changes on tasks and people.  
J9 Apply ethical reasoning.  
  
**Social Science-6-8**  
SS.EC.1.6-8.MdC: Explain how external benefits and costs influence choices.  
SS.EC.1.6-8.MC: Explain how changes in supply and demand cause changes in prices and quantities of goods and services, labor, credit, and foreign currencies.  
  
**Social Emotional Learning Standards**  
2.C Use communication and social skills to interact effectively with others.  
3.B Apply decision-making skills to deal responsibly with daily academic and social situations.  
  
**Illinois Workplace Skills Standards**  
D1 Communicate orally with others.  
F1 Assess business image, products, and/or services.  
H1 Identify the problem.  
H2 Identify solutions to a problem and their impact.  
H3 Employ reasoning skills.  
  
**ELA Grade 6**  
RI.6.4  
W.6.4  
SL.6.1-2  
SL.4  
L.6.1-6  
  
**Grade 7**  
RI.7.4  
W.7.4  
SL.7.1-2  
SL.7.4  
L.7.1-6  
  
**Grade 8**  
RI.8.4  
W.8.4  
SL.8.1-2  
SL.8.4  
L.8.1-4  
L.8.6  

| **Session Four: Why Countries Specialize**  
Students learn that businesses in different countries specialize by focusing their efforts on specific resources or producing smaller parts of a product.  
**Objectives:**  
Students will:  
- Define specialization  
- Analyze examples of international trade to explain why modern countries cannot provide for all their wants and needs  
- Show how events and decisions in one country have a causal relationship with, and produce an effect on, customers in another country.  
  
Social Science-6-8  
SS.EC.1.6-8.MdC: Explain how external benefits and costs influence choices.  
SS.EC.1.6-8.MC: Explain how changes in supply and demand cause changes in prices and quantities of goods and services, labor, credit, and foreign currencies.  
  
**Social Emotional Learning Standards**  
2.C Use communication and social skills to interact effectively with others.  
  
**Illinois Workplace Skills Standards**  
D1 Communicate orally with others.  
F1 Assess business image, products, and/or services.  
H1 Identify the problem.  
H2 Identify solutions to a problem and their impact.  
H3 Employ reasoning skills.  
  
**ELA Grade 6**  
RI.6.1,4,7  
SL.6.1-2  
L.6.1,3,4,6  
  
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**MATH**  
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6.RP.3  
7.RP.2  
7.NS.3  

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<td><strong>Session Five: Trade Barriers</strong></td>
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</table>
| Students explore the types of restrictions that governments place on international trade. They learn about tariffs, quotas, subsidies, and standards and how these barriers affect governments, businesses, and customers. | **Social Science-6-8**  
SS.EC.3.6-8.MdC: Explain barriers to trade and how those barriers influence trade among nations.  
SS.CV.2.6-8.LC: Describe the origins, purposes, and impact of constitutions, laws, treaties, and international agreements.  
SS.CV.6.6-8.LC: Determine whether specific rules and laws (both actual and proposed) resolve the problems they were meant to address. | **Illinois Workplace Skills Standards**  
H2 Identify solutions to a problem and their impact.  
H3 Employ reasoning skills.  
H4 Evaluate options. | **ELA**  
**Grade 6**  
RI.6.4  
W.6.4  
SL.6.1-2  
L.6.1-6  
**Grade 7**  
RI.7.4  
W.7.4  
SL.7.1-2  
L.7.1-6  
**Grade 8**  
RI.8.4  
W.8.4  
SL.8.1-2  
L.8.1-6 |
| **Objectives:**  
Students will: | | | |
| ▪ Identify examples of trade barriers  
▪ Analyze the consequences of trade barriers on businesses, employees, and customers  
▪ Explain why balance of trade matters to businesses, customers, and employees | | | |
| **Session Six: Currency** | | | |
| Students explore the concept of international currencies. They learn about variable exchange rates, currency converters, and how to compare the prices of products from around the world. | **Social Science-6-8**  
SS.EC.1.6-8.LC: Explain how economic decisions affect the well-being of individuals, businesses and society. | **Illinois Workplace Skills Standards**  
J1 Identify established rules, regulations, and policies.  
J2 Practice time management.  
J7 Demonstrate a willingness to learn | **ELA**  
**Grade 6**  
RI.6.4  
SL.6.1-2  
L.6.1-6  
**Grade 7**  
RI.7.4  
SL.7.1-2  
L.7.3-6  
**Grade 8**  
RI.8.4  
SL.8.1-2  
L.8.1-6 |
| **Objectives:**  
Students will: | | | |
| ▪ Define currency and exchange rate  
▪ Recognize that different countries have different forms of currency  
▪ Recognize that each currency has a different value, which is determined through a variable exchange rate | | | |
**Session Details**

**Session Seven: Global Workforce**

Students take on the role of international business owners reviewing the skills and experience of potential employees.

**Objectives:**

**Social Science-6-8**

SS.CV.1.6-8.LC: Identify roles played by citizens (examples: voters, jurors, taxpayers, military, protesters and office holders).

SS.EC.FL.1.6-8.LC: Analyze the relationship between skills, education, jobs, and income.

**IL Career Student Competencies**

B1 Locate employment opportunities.

B1 Identify job requirements.

B2 Locate resources for finding employment.

**Illinois Workplace Skills Standards**

B1 Locate employment opportunities.

B1 Identify job requirements.

B2 Locate resources for finding employment.

**Social Studies Standards**

**Work and Career Standards**

**Common Core**

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<td>RI.7.1</td>
<td>RI.7.4</td>
<td>W.7.4</td>
<td>SL.7.1-2</td>
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<td>Grade 8</td>
<td>RI.8.1,4</td>
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<td><strong>Session One: Entrepreneurs</strong>&lt;br&gt;Students learn about the relationship between entrepreneurs, their businesses, and the products and services they offer, and then take an entrepreneurial characteristics inventory to assess their own entrepreneurial skills and interests.</td>
<td><strong>Social Sciences</strong>&lt;br&gt;SS.IS.1.6-8: Create essential questions to help guide inquiry about a topic.&lt;br&gt;SS.EC.2.6-8.LC: Analyze the role of innovation and entrepreneurship in a market economy.</td>
<td><strong>Illinois Career Student Competencies</strong>&lt;br&gt;Describe their present skills and predict their future skills</td>
<td><strong>Grade 6</strong>&lt;br&gt;RI 6.4,7&lt;br&gt;SL.6.1-2&lt;br&gt;L.6.1-6</td>
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<td><strong>Objectives:</strong>&lt;br&gt;Students will:</td>
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<td><strong>Illinois Workplace Skills Standards</strong>&lt;br&gt;A1 Match interest to employment area.&lt;br&gt;A4 Match personality type to job area</td>
<td><strong>Grade 7</strong>&lt;br&gt;RI.7.4,7&lt;br&gt;SL.7.1-2&lt;br&gt;L.7.1-6</td>
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<tr>
<td>▪ Define entrepreneurship and social entrepreneurship</td>
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<td><strong>Grade 8</strong>&lt;br&gt;RI.8.4&lt;br&gt;SL.8.1-2&lt;br&gt;L.8.1-5</td>
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<td>▪ Describe the relationship between a business and its products and service</td>
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<td>▪ Identify entrepreneurial characteristics and recognize them, in varying degrees, in themselves</td>
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<td><strong>Session Two: Market and Need</strong>&lt;br&gt;Students are introduced to young entrepreneurs who have successfully met an identified market need, and then created a new product to meet the need. Students work in groups to brainstorm current needs within different product categories.</td>
<td><strong>Social Sciences</strong>&lt;br&gt;SS.EC.2.6-8.LC: Analyze the role of innovation and entrepreneurship in a market economy.</td>
<td><strong>Illinois Workplace Skills Standards</strong>&lt;br&gt;D1 Communicate orally with others.&lt;br&gt;D5 Ask questions about tasks.&lt;br&gt;M1 Identify style of leadership used in teamwork.&lt;br&gt;M2 Work with team members.&lt;br&gt;M3 Complete a team task.</td>
<td><strong>Grade 6</strong>&lt;br&gt;RI.6.1,4,7&lt;br&gt;SL.6.1-2&lt;br&gt;SL.6.4&lt;br&gt;L.6.1-6</td>
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<td><strong>Objectives:</strong>&lt;br&gt;Students will:</td>
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<td><strong>Grade 7</strong>&lt;br&gt;RI. 7.1,4,7&lt;br&gt;SL.7.1-2&lt;br&gt;SL.7.4&lt;br&gt;L.7.1-6</td>
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<tr>
<td>▪ Define market and need</td>
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<td><strong>Grade 8</strong>&lt;br&gt;RI.8.1,4&lt;br&gt;SL.8.1-2&lt;br&gt;SL.8.4&lt;br&gt;L.8.1-5</td>
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### Session Details

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<th>Session Three: Innovative Ideas</th>
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<tr>
<td>Students learn about innovative idea generation and examine cutting-edge products. Working in groups, students brainstorm their own product ideas and use graphic organizers to capture them.</td>
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</table>

**Objectives:**

**Students will:**

- Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business
- Participate in creative idea generation, from brainstorming to defending and selecting an idea

### Social Studies Standards

**Social Sciences**

SS.EC.2.6-8.LC: Analyze the role of innovation and entrepreneurship in a market economy.

### Work and Career Standards

**Illinois Workplace Skills Standards**

H2 Identify solutions to a problem and their impact.
K2 Demonstrate basic knowledge of computing.

### Common Core ELA

**Grade 6**

RI.6.1  
RI.6.4  
RI.6.7  
SL.6.1-2  
SL.6.4-5  
L.6.1-6

**Grade 7**

RI.7.1  
RI.7.4  
RI.7.7  
SL.7.1-2  
SL.7.4-5  
L.7.1-6

**Grade 8**

RI.8.1  
RI.8.4  
SL.8.1-2  
SL.8.4-5  
L.8.1-5

### Session Four: Testing the Market

Students learn about the importance of obtaining market feedback about new product ideas. They will examine various survey question types and determine whether questions yield useful product feedback, and then practice developing survey questions in groups.

**Objectives:**

**Students will:**

- Discuss the importance of market research in the product development process
- Describe multiple types of survey questions

### Social Sciences

SS.IS.2.6-8: Ask essential and focusing questions that will lead to independent research.
SS.EC.1.6-8.MdC: Explain how external benefits and costs influence choices.

### Illinois Workplace Skills Standards

H3 Employ reasoning skills.
H4 Evaluate options.
H5 Set priorities.
M1 Identify style of leadership used in teamwork.
M2 Work with team members.
M3 Complete a team task.
<table>
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<th>Session Details</th>
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<th>Work and Career Standards</th>
<th>Common Core ELA</th>
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<tbody>
<tr>
<td><strong>Session Five: Design and Prototype</strong>&lt;br/&gt;Students learn about product design and the prototype process. Each student will create a product sketch to show the features and explain the purpose of his or her product.&lt;br/&gt;&lt;br/&gt;<strong>Objectives:</strong>&lt;br/&gt;Students will:&lt;br/&gt;- Represent a product idea and its features by using rough sketches and drawings&lt;br/&gt;- Recognize sketches as an important first step in the prototype process</td>
<td><strong>Social Sciences</strong>&lt;br/&gt;SS.EC.2.6-8.LC: Analyze the role of innovation and entrepreneurship in a market economy.</td>
<td><strong>Illinois Workplace Skills Standards</strong>&lt;br/&gt;H6 Select and implement a solution to a problem.&lt;br/&gt;J2 Practice time management.&lt;br/&gt;J3 Assume responsibility for decisions and actions.&lt;br/&gt;J5 Display initiative.</td>
<td>- Grade 6&lt;br/&gt;RI.6.4&lt;br/&gt;RI.6.7&lt;br/&gt;W.6.4&lt;br/&gt;SL.6.1-2&lt;br/&gt;SL.6.4-5&lt;br/&gt;L.6.1-6</td>
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<tr>
<td><strong>Session Six: Seek Funding</strong>&lt;br/&gt;Students learn how to plan and deliver a pitch presentation with the intent of attracting potential investors. In a mock competition, groups will pitch their product idea to guest judge(s) who will award teams with ceremonial startup funds.&lt;br/&gt;&lt;br/&gt;<strong>Objectives:</strong>&lt;br/&gt;Students will:&lt;br/&gt;- Describe the elements that make a strong pitch presentation&lt;br/&gt;- Work together to create and deliver a product pitch for potential funding</td>
<td><strong>Social Sciences</strong>&lt;br/&gt;SS.EC.FL.2.6-8.mdC: Explain the correlation between investors, investment options (and associated risks), and income/wealth.&lt;br/&gt;SS.EC.FL.2.6-8.MC: Analyze the relationship between financial risks and protection, insurance and costs.&lt;br/&gt;SS.IS.7.6-8: Critique the structure and credibility of arguments and explanations (self and others).</td>
<td><strong>Illinois Workplace Skills Standards</strong>&lt;br/&gt;J2 Practice time management.&lt;br/&gt;J4 Exhibit pride.&lt;br/&gt;L1 Respond to praise or criticism.&lt;br/&gt;L5 Display a positive attitude.</td>
<td>- Grade 6&lt;br/&gt;RI.6.4&lt;br/&gt;RI.6.7&lt;br/&gt;W.6.4&lt;br/&gt;SL.6.1-2&lt;br/&gt;SL.6.4-5&lt;br/&gt;L.6.1-4</td>
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| **Session One: My Brand**  
Students learn that they have their own personal brand and that the brand they build today will reflect on them in the future. They examine well-known logos to learn how individuals and companies create their brands and build their reputations. They assess their personal characteristics to define their own brands and then develop logos to represent themselves.  
**Objectives:**  
**Students will:**  
- Describe the elements of a brand  
- Recognize the ability of personal branding to build a positive reputation, for their personal life as well as for their future career  
- Design a logo that expresses their personal brand  
| Social Sciences  
SS.IS.1.6-8: Create essential questions to help guide inquiry about a topic.  
II. Career Student Competencies  
Describe their present skills and predict their future skills  | Illinois Workplace Skills Standards  
F1 Assess business image, products, and/or services.  
F4 Participate in meetings in a positive and constructive manner.  
Career Student Competencies  
Describe their present skills and predict their future skills.  | Grade 6  
RI.6.4  
RI.6.7  
SL.6.1-2  
SL.6.4-5  
L.6.1-6  |
| **Session Two: Career Paths and Clusters**  
Students are introduced to the 16 career clusters and the pathways through them. They take a career interest survey and learn about potential jobs within their preferred clusters. They then share job information with other members of the class and discuss the importance of all jobs within a community.  
**Objectives:**  
**Students will:**  
- Define careers cluster.  
- Identify jobs in specific career clusters to explore further  
- Recognize the interconnectivity and value of all types of jobs  | Social Sciences  
SS.IS.2.6-8: Ask essential and focusing questions that will lead to independent research.  
II. Career Student Competencies  
Predict what they need to know to find a satisfying career in the future.  
Illinois Workplace Skills Standards  
A1 Match interest to employment area.  
A4 Match personality type to job area.  
A6 Identify career information from counseling sources.  
PaCE  
A student should know the concept of career clusters for further exploration.  | Grade 6  
RI.6.1,4,7  
SL.6.1-2  
SL.6.4-5  
L.6.1-6  |
| **Session Three: High-Growth Careers**  
Students learn about the importance of being aware of which fields are growing and which are declining when making decisions about their own careers. They play a game that introduces information about high-growth job fields.  
**Objectives:**  
**Students will:**  
- Identify specific careers that are forecast to have high-growth rates  
- Consider a variety of factors when selecting a career  | Social Sciences  
SS.EC.2.6-8:MdC: Describe the roles of institutions, such as corporations, non-profits, and labor unions in a market economy.  
Illinois Workplace Skills Standards  
A6 Identify career information from counseling sources.  
Predict the ways in which some present careers may be different in the future  
PaCE  
A student should know possible career clusters of interest.  | Grade 6  
RI.6.1,4,7  
SL.6.1-2  
L.6.1-6  |
|  |  |  | Grade 7  
RI.7.1,4  
SL.7.1-2  
SL.7.4  
L.7.1-6  |
|  |  |  | Grade 8  
RI.8.1  
RI.8.4  
SL.8.1-2  
SL.8.4  
L.8.1-6  |
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<tr>
<td><strong>Session Four: Career Mapping</strong>&lt;br&gt;Students learn how early experiences can build transferable skills that contribute to future job success. Students look at the lives of celebrities and their paths to success, focusing on early experiences. They learn about career maps by examining a sample and then creating their own.</td>
<td><strong>Social Sciences</strong>&lt;br&gt;SS.EC.FL.1.6-8.LC: Analyze the relationship between skills, education, jobs, and income.</td>
<td><strong>Illinois Workplace Skills Standards</strong>&lt;br&gt;A1 Match interest to employment area.&lt;br&gt;A5 Match physical capabilities to job area.&lt;br&gt;J2 Practice time management.&lt;br&gt;J3 Assume responsibility for decisions and actions.&lt;br&gt;J4 Exhibit pride.&lt;br&gt;J5 Display initiative.&lt;br&gt;<strong>PaCE</strong>&lt;br&gt;A student should know the relationship between community service/extracurricular activities and postsecondary/career goals.</td>
<td>Grade 6&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7&lt;br&gt;W.6.4&lt;br&gt;SL.6.1-2&lt;br&gt;SL.6.4-5&lt;br&gt;L.6.1-6</td>
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<td><strong>Session Five: On the Hunt</strong>&lt;br&gt;Students are introduced to the basics of looking for and applying and interviewing for a job. They play a game in which they must identify two truths and a myth about the job search process. They also learn the fundamentals of creating a resume and engage in simulation in which they identify appropriate skills for various jobs and decide upon the right section of a resume to highlight those skills.</td>
<td><strong>Social Sciences</strong>&lt;br&gt;SS.CV.1.6-8.MdC: Describe the roles of political, civil, and economic organizations in shaping people’s lives.</td>
<td><strong>Illinois Workplace Skills Standards</strong>&lt;br&gt;B1 Identify job requirements.&lt;br&gt;B2 Locate resources for finding employment.&lt;br&gt;B4 Prepare for job interview.&lt;br&gt;B11 Identify attire for job interview.&lt;br&gt;D1 Communicate orally with others.&lt;br&gt;D4 Following written directions.&lt;br&gt;D5 Ask questions about tasks.&lt;br&gt;F2 Identify positive behavior.&lt;br&gt;F3 Identify company dress and appearance standards</td>
<td>Grade 6&lt;br&gt;RI.6.1&lt;br&gt;RI.6.4&lt;br&gt;RI.6.7&lt;br&gt;SL.6.1-2&lt;br&gt;SL.4&lt;br&gt;L.6.1-6</td>
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<td>Grade 8&lt;br&gt;RI.8.1&lt;br&gt;RI.8.4&lt;br&gt;SL.8.1-2&lt;br&gt;SL.8.4&lt;br&gt;L.8.1-4</td>
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**Session Six: Soft Skills**

Students learn about the differences between technical and soft skills and why both are essential for keeping a job. Students will also complete a soft skills self-evaluation to determine which skills they already have and which they can work toward. Finally, they will role-play situations that require strong soft skills.

**Objectives:**

Students will:

- Define and differentiate between technical skills and soft skills
- Identify specific soft skills they already possess and those they need to improve

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| NA              | **IL Career Student Competencies** | Predict what they need to know to find a satisfying career in the future. | Grade 6  
RI.6.4-7  
SL.6.1-2  
SL.6.4-5  
L.6.1-6 |
| NA              | Describe their present skills and predict their future skills. | Grade 7  
RI.7.4  
SL.7.1-2  
SL.7.4-5  
L.7.1-6 |
| NA              | Illinois Workplace Skills Standards | Grade 8  
RI.8.4  
SL.8.1-2  
SL.8.4-5  
L.8.1-6 |
| NA              | F2 Identify positive behavior. |  |
| NA              | F6 Identify how to treat people with respect. |  |
### Session Descriptions

**Session One: Career Planning**

**Starts with You**

Through close examination of specific skills and career clusters, students learn the key factors to investigate career planning, skills, interests, work priorities, and job outlooks.

**Objectives:**

**Students will:**

- Recognize career clusters that match their skills and interests.
- Assess their soft skills and identify need for improvement.
- Identify industries and jobs that offer opportunities.

**Social Sciences**

SS.IS.2.6-8: Ask essential and focusing questions that will lead to independent research.

**Work and Career Standards**

**Student Competencies**

Describe what motivates them to perform well.

**Social Sciences**

SS.IS.2.6-8: Ask essential and focusing questions that will lead to independent research.

**Illinois Workplace Skills Standards**

A1 Match interest to employment area.
A3 Match attitudes to job area.
A4 Match personality type to job area.
A5 Match physical capabilities to job area.
A6 Identify career information from counseling sources.
E1 Describe responsibilities of employee.

**Common Core ELA**

Reading for Informational Text

RI 1
RI 4
RI 7

Speaking and Listening

SL 1
SL 2

Language

L 3
L 4
L 6

**Session Two: Making the Most of JA Inspire**

In this session, students refine a plan for the event. If possible, encourage students to spend additional time outside of class researching the participating companies.

**Objectives:**

**Students will:**

- Identify companies that they want to learn more about at the JA Inspire event. Three is a good number.
- Prepare questions that they want to ask and practice asking them.
- Create an elevator pitch—a statement that explains why they are interested in a company or a job and what they have to offer and helps to connect them with the company volunteers.
- Express their expectations of the upcoming event.

**Student Competencies**

Describe what motivates them to perform well.

**Social Sciences**

SS.IS.2.6-8: Ask essential and focusing questions that will lead to independent research.

**Illinois Workplace Skills Standards**

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

**Common Core ELA**

Reading for Informational Text

RI 1
RI 4
RI 7

Speaking and Listening

SL 1
SL 2

Writing

W 4
W 7
W 8

Language

L 3
L 4
L 6

**Session Three: JA Inspire Event**

During the JA Inspire expo, students participate in hands-on activities, often using equipment or tools used on a job.

**Objectives:**

**Students will:**

- Make connections with adults who have jobs in careers that interest them.
- See the connection between high school programming choices and careers.
- Collect information about the education required to be successful in a job.
- Practice soft skills.

**Student Competencies**

Predict the ways in which some present careers may be difference in the future.

**Illinois Workplace Skills Standards**

D1 Communicate orally with others.
D4 Following written directions.
D5 Ask questions about tasks.
### Session Four: Debrief and Next Steps

Students reflect on what they have learned and identify next steps to further define their academic choices and career path. They also compose a thank you note to a chosen company.

**Objectives:**

**Students will:**

- Evaluate personal goals and priorities based on their experience at the JA Inspire event.
- Identify next steps, including exploration of high school coursework and other research.
- Understand relevant business communication practices.

**Social Studies Standards**

SS.IS.6.6-8.LC.

Construct arguments using claims and evidence from multiple sources, while acknowledging their strengths and limitations.

**Work and Career Standards**

**Student Competencies**

Explain how needs can be met in work and in leisure time

**Common Core ELA**

- Reading for Informational Text
  - RI 1
  - RI 4
  - RI 7
- Speaking and Listening
  - SL 1
  - SL 2
- Writing
  - W 3
  - W 4
  - W 5
- Language
  - L 3
  - L 4
  - L 6
## Pre-Fair Session: What Sets You Apart?

Students reflect on their abilities, interests, and values as they consider future career choices.

**Objectives:**

Students will:

- Define careers.
- Differentiate between abilities (skills) and values.
- Identify their personal characteristics.

**Student Competencies**

- Define careers.
- Differentiate between abilities (skills) and values.
- Identify their personal characteristics.

**Social Sciences**

SS.IS.2.6-8: Ask essential and focusing questions that will lead to independent research.

SS.EC.2.6-8.MdC. Describe the roles of institutions, such as corporations, non-profits, and labor unions in a market economy.

**Illinois Workplace Skills Standards**

- A1 Match interest to employment area.
- A3 Match attitudes to job area.
- A4 Match personality type to job area.
- A5 Match physical capabilities to job area.
- A6 Identify career information from counseling sources.
- E1 Describe responsibilities of employee.

### Reading for Informational Text

- RI 4
- RI 7

### Speaking and Listening

- SL 1
- SL 2

### Language

- L 3
- L 4
- L 6

## The Day of the Fair

Students will visit seven speakers from the community who will give brief presentations about their jobs, allowing time for students to ask questions.

**Objectives:**

Students will:

- Complete one pre-fair activity (teacher-led) (optional).
- Express how jobs require specific interests and skills.
- Complete one post-fair activity (teacher-led) (optional).
- Complete a student evaluation, if requested.

**Student Competencies**

- Predict the ways in which some present careers may be difference in the future.
- A6 Identify career information from counseling sources.
- D1 Communicate orally with others.
- D4 Following written directions.
- D5 Ask questions about tasks.

### 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

## Post-Fair Session

Students reflect on their JA Career Exploration Fair experiences.

**Objectives:**

Students will:

- Identify a future career goal.
- Create a personal action plan.

**Student Competencies**

- Explain how needs can be met in work and in leisure time.
- Anayze various methods of monitoring their progress towards a goal.
- L5 Display a positive attitude.
- D1 Communicate orally with others.

### Reading for Informational Text

- RI 2
- RI 4
- RI 5
- RI 7

### Speaking and Listening

- SL 1
- SL 2

### Writing

- W 4
- W 7

### Language

- L 3
- L 4
- L 6
<table>
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<tr>
<td><strong>Session One: Before the Event</strong></td>
<td>Social Sciences SS.IS.2.6-8: Ask essential and focusing questions that will lead to independent research.</td>
<td>Career Student Competencies Describe what motivates them to perform well. Illinois Workplace Skills Standards L5 Display a positive attitude.</td>
<td>Reading for Informational Text RI 1 RI 4 RI 7 Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Language L 3 L 4 L 6</td>
</tr>
<tr>
<td>Students research the visiting career speaker and his or her company, and prepare questions for the speaker event.</td>
<td>Students will: • Identify skills and interests. • Recognize Career Clusters • Recall future high-demand occupations</td>
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<tr>
<td><strong>Session Two: During the Event</strong></td>
<td>SS.IS.6.6-8.LC. Construct arguments using claims and evidence from multiple sources, while acknowledging their strengths and limitations.</td>
<td>Illinois Workplace Skills Standards A6 Identify career information from counseling sources. D1 Communicate orally with others. D4 Following written directions. D5 Ask questions about tasks.</td>
<td>Speaking and Listening SL 1 SL 2 Writing W 4 W 7 Language L 3 L 4 L 6</td>
</tr>
<tr>
<td>Students learn about the guest speaker’s job experiences and stories, ask questions, and take notes.</td>
<td>Students will: • Practice active listening skills. • Equate job responsibilities with skills and interests</td>
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<tr>
<td><strong>Session Three: After the Event</strong></td>
<td>NA</td>
<td>Career Student Competencies Predict the ways in which some present careers may be difference in the future. Illinois Workplace Skills Standards M 2 Work with team members M3 Complete a team task.</td>
<td>Speaking and Listening SL 1 SL 2 Writing W 2 W 4 W 7 Language L 3 L 4 L 6</td>
</tr>
</tbody>
</table>
**Day of the Visit**

Students are introduced to the concept of ethics, participate in a demonstration of why ethics are important to discuss, examine their core values, and explore how we are all interdependent on the choices we each make.

**Objectives:**

Students will:
- Define ethics, ethical dilemma, values, core values, and interdependence.
- Articulate how one's core values affects one's choices.
- Articulate and identify the steps necessary to make ethical decisions.
- Recognize that individual ethics affect the greater community.

**Social Sciences**

SS.IS.2.6-8: Ask essential and focusing questions that will lead to independent research.

SS.EC.2.6-8.MdC. Describe the roles of institutions, such as corporations, non-profits, and labor unions in a market economy.

**Illinois Workplace Skills Standards**

D1 Communicate orally with others.
D4 Following written directions.
D5 Ask questions about tasks.
H1 Identify the problem.
H2 Identify solutions to a problem and their impact.
H3 Employ reasoning skills.
H4 Evaluate options.

**Reflection Activity**

Students will reflect and discuss what they've learning after interacting with the volunteer, a local business professional who articulated how and why professionals make ethical choices and decisions regarding relationships, the work environment, and life.

**Objectives:**

Students will:
- Apply key terms and concepts used in the volunteer-led activities.
- Use intentional, ethical decision-making skills to consider outcomes and consequences of choices.
- Self-examine to develop a personal awareness of values to begin to see the connection between their words and actions.

SS.IS.6.6-8.LC.

Construct arguments using claims and evidence from multiple sources, while acknowledging their strengths and limitations.

**Student Competencies**

Describe what motivates them to perform well.

**Illinois Workplace Skills Standards**

J9 Apply ethical reasoning.
## Communicating About Yourself

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

**Objectives:**

Students will:

- Recognize the importance of manners as an element of professionalism.
- Identify language and style appropriate for the workplace.

<table>
<thead>
<tr>
<th>Session Descriptions</th>
<th>Social Studies Standards</th>
<th>Work and Career Standards</th>
<th>Common Core ELA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Communicating About Yourself</strong></td>
<td>NA</td>
<td>Career Student Competencies Describe what motivates them to perform well.</td>
<td>Reading for Informational Text RI 1 RI 4</td>
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<td></td>
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<td>Compare their characteristics &amp; abilities with those of others, and identify their strengths.</td>
<td>Speaking and Listening SL 1 SL 2 SL 4 SL 6</td>
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<td></td>
<td><strong>Illinois Workplace Skills Standards</strong></td>
<td>Writing W 4</td>
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<tr>
<td></td>
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<td>D1 Communicate orally with others.</td>
<td>Language L1 L 2 L 3 L 4 L 6</td>
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<td>D4 Following written directions.</td>
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<td>D5 Ask questions about tasks.</td>
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## Applications and Resumes

Students examine both document forms and begin to think about how to adapt their experiences, skills, and achievements into the applicable template to present themselves to a potential employer.

**Objectives:**

Students will:

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

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<tr>
<td><strong>Applications and Resumes</strong></td>
<td>NA</td>
<td>Illinois Workplace Skills Standards B2 Locate resources for finding employment.</td>
<td>Speaking and Listening SL 1 SL 2</td>
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<td></td>
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<td>B3 Prepare a resume.</td>
<td>Writing W 4</td>
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<td>B7 Identify steps in applying for a job.</td>
<td>Language L1 L 2 L 3 L 4 L 6</td>
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### Session Descriptions

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<tr>
<td><strong>Interviewing for a Job</strong>&lt;br&gt;Students complete an activity and track their accomplishments in a “brag sheet.” Additional activities are available in which students develop a personal profile that will help them succeed during an interview and practice mock interviews.&lt;br&gt;<strong>Objectives:</strong>&lt;br&gt;Students will:&lt;br&gt;• Identify appropriate content for a personal brag sheet&lt;br&gt;• Adapt personal information to interview situations.&lt;br&gt;• Develop answers to common interview questions.&lt;br&gt;• Recognize appropriate professional dress and demeanor for a job interview.</td>
<td>Illinois Workplace Skills Standards&lt;br&gt;B4 Prepare for job interview.&lt;br&gt;D1 Communicate orally with others.&lt;br&gt;D4 Following written directions.&lt;br&gt;D5 Ask questions about tasks.</td>
<td>Speaking and Listening&lt;br&gt;SL 1&lt;br&gt;SL 2&lt;br&gt;SL 4&lt;br&gt;SL 6</td>
</tr>
<tr>
<td><strong>Cell Phones in the Workplace</strong>&lt;br&gt;Students develop an understanding of appropriate communication methods to ensure workplace success.&lt;br&gt;<strong>Objectives:</strong>&lt;br&gt;Students will:&lt;br&gt;• Recognize and identify appropriate and inappropriate uses of cell phones in the workplace.&lt;br&gt;• Identify the effects of inappropriate usage of cell phones in the workplace.&lt;br&gt;• Adapt cell phone behavior and functions for professional uses.&lt;br&gt;• Recognize and apply appropriate texting style for communicating in the workplace.</td>
<td>Illinois Workplace Skills Standards&lt;br&gt;D1 Communicate orally with others.&lt;br&gt;D4 Following written directions.&lt;br&gt;D5 Ask questions about tasks.&lt;br&gt;E1 Describe responsibilities of employee.&lt;br&gt;F2 Identify positive behavior.</td>
<td>Speaking and Listening&lt;br&gt;SL 1&lt;br&gt;SL 2&lt;br&gt;SL 4&lt;br&gt;SL 5&lt;br&gt;SL 6</td>
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<td><strong>Workplace Communication</strong></td>
<td>NA</td>
<td>Illinois Workplace Skills Standards</td>
<td><strong>Speaking and Listening</strong></td>
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<td>Students complete activities focused on appropriate tone and topics for the workplace and strategies for collaborating effectively.</td>
<td></td>
<td>D1 Communicate orally with others.</td>
<td>SL 1</td>
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<td><strong>Objectives:</strong></td>
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<td>D4 Following written directions.</td>
<td>SL 2</td>
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<td>Students will:</td>
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<td>D5 Ask questions about tasks.</td>
<td>SL 4</td>
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<td>• Identify and use an appropriate professional tone in workplace communication.</td>
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<td>SL 5</td>
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<td>• Identify appropriate and inappropriate subjects for workplace discussion.</td>
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<td>SL 6</td>
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<td>• Enable cooperative and productive group interactions.</td>
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<td><strong>Language</strong></td>
<td>L1</td>
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<td>• Communicate to solve problems collaboratively and respectfully.</td>
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<td><strong>Writing</strong></td>
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