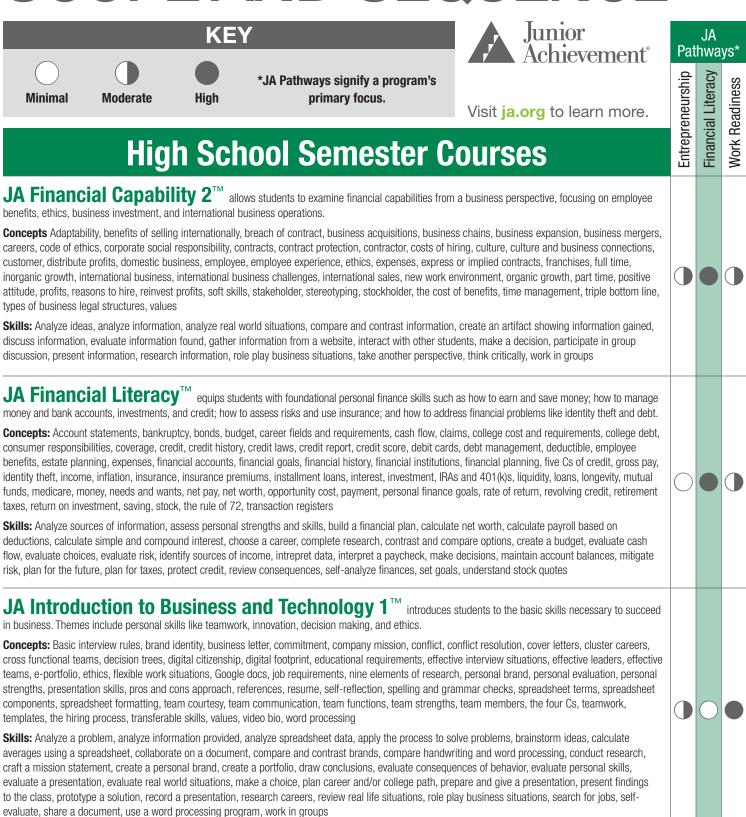
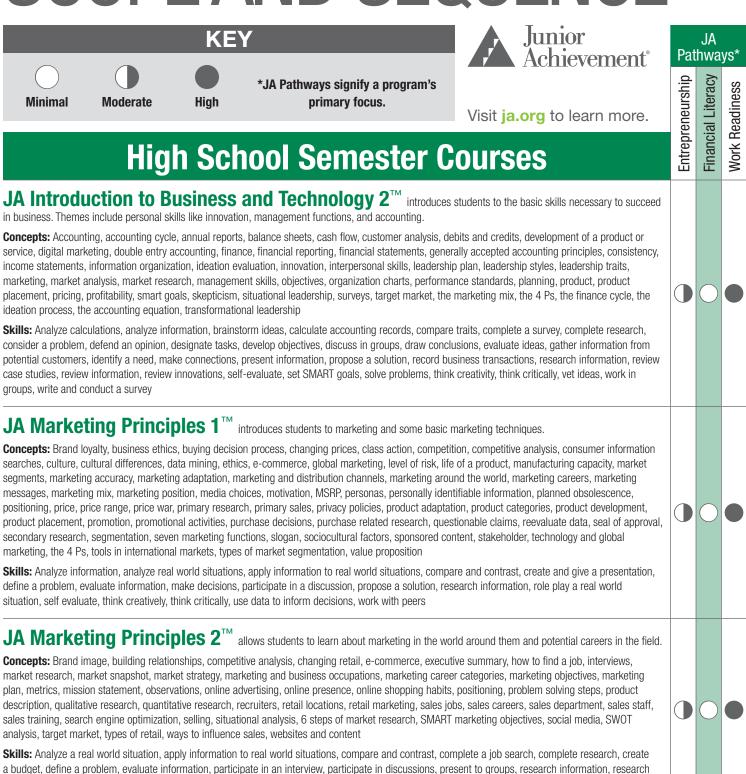
## SCOPE AND SEQUENCE

Minimal	Moderate	KE'	Y  *JA Pathways signify a program's primary focus.	Junior Achievement Visit ja.org to learn more.	Entrepreneurship ad	Literacy AY	
	High School Semester Courses					Financial Literacy	Work Readiness
communicating up, Concepts: Active I communication stra strategies, meeting professionalism, pu Skills: Accept feed from information, e	down, and across org istening, audience, bu ategies and tools, deci planning, online mess blic speaking, social r lback, analyze situatio ffective listening skills	panizations, talk siness correspo sion tree, emplo saging platform nedia, surveys, ns, apply comm , evaluate conso	introduces students to communication skilling about performance, and writing in a business policies and procedures, commover expectations, external and internal stakehold s, organizational structure, performance expectativirtual meetings, work traits, written communication skills, brainstorm ideas, create and deliequences, identify the problem, make recommency, role-play business situations, write office comm	setting. nunication barriers, communication model, ers, feedback loop, interpretation, listening lons, persuasion, presentation planning and skills, ion ver a presentation, draw conclusions dations, participate in discussion, practice	•		•
Concepts: Allocati indicators, economi domestic product, i clearing price, mac goods, resources, r Skills: Apply economized decisions, confect of competitio scarcity and opport that affect revenue entrepreneurs, interested	on, break-even point, ic reasoning, economi ncome, incentives, infroeconomics, market ule of law, scarcity, SN pmic reasoning, apply alculate profit margin n on price, distinguish unity costs, express thand cost and explain pret data and graphs.	business, busin c systems, entralation, innovation failures, market MART goals, spermathematical from explain its abetween need the advantages at the property of the processes of the property of the propert	economic principles that influence their daily live less cycle, comparative advantage, competition, depreneurship, financial institutions, financial mark on, interest, invest, law of demand, loss, marginal estructure, money, opportunity cost, price-allocation ecialization, supply, tax, trade, trade barriers ormulas, analyze effects of specialization and trace importance, describe the four market structures, is and wants, discuss market demand and demanal disadvantages of international trade, identify the respond to changes, identify the four key productors that influence economic freedom, recognize the and demand, track the flow of money and resource.	emand, economy, economic freedom, economic rets, free enterprise, government policies, gross analysis, marginal thinking, markets, marketon system, price signals, profit, production, public de, budgeting, compare and contrast government describe the importance of profit, describe the delasticity, explain the relationship between the impact of self-interest, identify factors stive resources, identify characteristics of the importance of small businesses, recognize			
Concepts: Busines economic decision executive summary trade, intrapreneur, producer prices, pri stakeholders, startu Skills: Analyze adv	es goals, business life making, entrepreneur, cexpansion stage, expinvestor options, liceroduction, production aup funding, startup startages and disadvanate ideas, evaluate inf	cycle, business entrepreneuria benses, financia ising, maturity s and distribution ge, supply and itages, analyze	als, franchising, growth challenges, growth plan, g stage, needs and wants, opportunity cost, organiza costs, profit, profitability, resources, revenue, scar demand, the profit equation, wholesale prices	characteristics of entrepreneurs, code of ethics, thics, ethical behavior, ethical dilemma, exchange, rowth stage, income statement, international ational level, overseas marketing, pitch, pricing, city, social responsibility, specialization, s, apply a strategy, calculate information, compare	•		•
JA Financial Capability 1 <sup>TM</sup> allows students to examine financial capabilities from a business perspective, focusing on banking, economics, business planning, and risk management.  Concepts: Assessment of business needs, balance sheets, banking careers, break even, business banking, business choices, business ethics, business loan, capitalism, company information, crowdfunding, customer life cycle, demand, expenses, financial plan, financial planning, for profit and nonprofit businesses, funding sources, graphs, hard skills, income statement, insurance agencies, insurance careers, investing, job source websites, job trends, law of supply and demand, nonprofit funding, personal banking, pro forma, resources, risk, risk management, salaries, scarcity, small business pricing, soft skills, supply, the profit equation, types of insurance  Skills: Analyze facts, analyze information, analyze situations, analyze statistics, calculate financial information, compare and contrast information, complete research, draw conclusions, discuss information, evaluate information, intrepret data, manipulate data, participate in discussions, present information, perform calculations, research information, review data, role play a situation, think creatively, think critically, work in groups							

## SCOPE AND SEQUENCE



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using the Internet, role play in a business situation, self-evaluate, self-reflection, think creatively, think critically, work in groups