## JA Company Program – Blended

<table>
<thead>
<tr>
<th>Session Details</th>
<th>HI Performance Standards</th>
<th>Common Core ELA</th>
<th>Literacy in History Social Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Meeting One: Start a Business</strong>&lt;br&gt;Objectives:  The students will:  ▪ Identify what they will be doing in JA Company Program.  ▪ Share important information about prior knowledge, beliefs, and attitudes.  ▪ Build relationships with others in their group.  ▪ Determine entrepreneurial traits and choose a business team.  ▪ Explore potential ways to fund their venture.</td>
<td>CTE.9-12.2.2 Evaluate potential career choices in relation to personal interests, strengths, and values. SS.9PD.8.2 Explain how people, individually and collectively, participate in the U.S. economy.</td>
<td>Grades 9-10&lt;br&gt;RI.9-10.1-2&lt;br&gt;RI.9-10.4&lt;br&gt;W.9-10.6&lt;br&gt;SL.9-10.1-2&lt;br&gt;L.9-10.1-2&lt;br&gt;L.9-10.4</td>
<td>Grades 9-10&lt;br&gt;RH.1&lt;br&gt;RH.4&lt;br&gt;RH.6</td>
</tr>
<tr>
<td><strong>Meeting Two: Fill a Need</strong>&lt;br&gt;Objectives:  The students will:  ▪ Collaborate as a group to decide on the product or service that the Company will sell.  ▪ Narrow the list of potential business ideas by answering critical questions about each one.</td>
<td>CTE.9-12.2.5 Analyze the demographic, geographic, and technological trends that affect work opportunities.</td>
<td>Grades 9-10&lt;br&gt;RI.9-10.1&lt;br&gt;RI.9-10.4&lt;br&gt;W.9-10.6&lt;br&gt;SL.9-10.1-2&lt;br&gt;SL.9-10.4-5&lt;br&gt;L.9-10.1-2&lt;br&gt;L.9-10.4</td>
<td>Grades 9-10&lt;br&gt;RH.1&lt;br&gt;RH.4&lt;br&gt;RH.6</td>
</tr>
<tr>
<td><strong>Meeting Three: Vet the Venture</strong>&lt;br&gt;Objectives:  The students will:  ▪ Conduct research on top business ideas.  ▪ Decide which product or service idea to move forward with.  ▪ Submit the product idea for approval.</td>
<td>No state Entrepreneurship standards. Please refer to the National Content Standards for Entrepreneurship Education on the JA website at: <a href="https://www.juniorachievement.org/web/ja-usa/high-school-state-standards">https://www.juniorachievement.org/web/ja-usa/high-school-state-standards</a></td>
<td>Grades 9-10&lt;br&gt;RI.9-10.1&lt;br&gt;W.9-10.4&lt;br&gt;W.9-10.6-7&lt;br&gt;SL.9-10.1-3&lt;br&gt;L.9-10.1-2</td>
<td>Grades 9-10&lt;br&gt;RH.1&lt;br&gt;RH.4</td>
</tr>
</tbody>
</table>

### CTE.9-12.2.2
CTE.9-12.2.2 Evaluate potential career choices in relation to personal interests, strengths, and values. SS.9PD.8.2 Explain how people, individually and collectively, participate in the U.S. economy.

### Grades 9-10
- RI.9-10.1-2
- RI.9-10.4
- W.9-10.6
- SL.9-10.1-2
- L.9-10.1-2
- L.9-10.4

### Grades 11-12
- RI.11-12.1
- RI.11-12.4
- W.11-12.6
- SL.11-12.1-2
- SL.11-12.4
- L.11-12.1-2
- L.11-12.6

### Grades 9-10
- RH.1
- RH.4
- RH.6

### Grades 11-12
- RH.1
- RH.4
- RH.6

### RH.1, RH.4, RH.6
- RH.1
- RH.4

### Grades 9-10
- RH.1
- RH.4

### Grades 11-12
- RH.1
- RH.4
### Meeting Four: Create a Structure

**Objectives:**
- The students will:
  - Form and select Business Teams.
  - Collaborate in Business Teams to determine leadership, conduct research, and assign tasks in order to launch the business.
  - Work individually or with other Company members to conduct research and complete tasks in order to launch the business.

**Objectives:**
- The students will:
  - Engage in business communication and implementation.
  - Research business processes, and integrate information across all teams.
  - Apply the concept of accountability to practices in the Company.
  - Complete a business plan.

**Objectives:**
- The students will:
  - Practice business communication and implementation.
  - Practice task prioritization.
  - Practice follow-through.
  - Submit important information.
  - Practice problem solving

**Common Core ELA**
- Grades 9-10
  - RI.9-10.1
  - W.9-10.2
  - W.9-10.4
  - SL.9-10.1
  - L.9-10.1
- Grades 11-12
  - RI.11-12.1
  - RI.11-12.4
  - W.11-12.4
  - W.11-12.6
  - SL.11-12.1
  - L.11-12.1

**Literacy in History Social Studies**
- Grades 9-10
  - RH.1
  - RH.2
  - RH.4
  - whST.2
  - whST.4
  - whST.5
  - whST.6
- Grades 11-12
  - RH.1
  - RH.2
  - RH.4
  - whST.2
  - whST.4
  - whST.5
  - whST.6

---

### Meeting Five: Launch the Business

**Objectives:**
- The students will:
  - Engage in business communication and implementation.
  - Research business processes, and integrate information across all teams.
  - Apply the concept of accountability to practices in the Company.
  - Complete a business plan.

**Objectives:**
- The students will:
  - Engage in business communication and implementation.
  - Research business processes, and integrate information across all teams.
  - Apply the concept of accountability to practices in the Company.
  - Complete a business plan.

**Objectives:**
- The students will:
  - Engage in business communication and implementation.
  - Research business processes, and integrate information across all teams.
  - Apply the concept of accountability to practices in the Company.
  - Complete a business plan.

**Common Core ELA**
- Grades 9-10
  - RI.9-10.1
  - W.9-10.2
  - W.9-10.4
  - SL.9-10.1
  - L.9-10.1
- Grades 11-12
  - RI.11-12.1
  - RI.11-12.4
  - W.11-12.4
  - W.11-12.6
  - SL.11-12.1
  - L.11-12.1

**Literacy in History Social Studies**
- Grades 9-10
  - RH.1
  - RH.2
  - RH.4
  - whST.2
  - whST.4
  - whST.5
  - whST.6
- Grades 11-12
  - RH.1
  - RH.2
  - RH.4
  - whST.2
  - whST.4
  - whST.5
  - whST.6

---

### Meeting Six through Eleven: Run the Business

**Objectives:**
- The students will:
  - Engage in business communication and implementation.
  - Research business processes, and integrate information across all teams.
  - Apply the concept of accountability to practices in the Company.
  - Complete a business plan.

**Objectives:**
- The students will:
  - Engage in business communication and implementation.
  - Research business processes, and integrate information across all teams.
  - Apply the concept of accountability to practices in the Company.
  - Complete a business plan.

**Objectives:**
- The students will:
  - Engage in business communication and implementation.
  - Research business processes, and integrate information across all teams.
  - Apply the concept of accountability to practices in the Company.
  - Complete a business plan.

**Common Core ELA**
- Grades 9-10
  - RI.9-10.1
  - W.9-10.2
  - W.9-10.4
  - SL.9-10.1
  - L.9-10.1
- Grades 11-12
  - RI.11-12.1
  - RI.11-12.4
  - W.11-12.4
  - W.11-12.6
  - SL.11-12.1
  - L.11-12.1

**Literacy in History Social Studies**
- Grades 9-10
  - RH.1
  - RH.2
  - RH.4
  - whST.2
  - whST.4
  - whST.5
  - whST.6
- Grades 11-12
  - RH.1
  - RH.2
  - RH.4
  - whST.2
  - whST.4
  - whST.5
  - whST.6

---

### CTE.9-12.2.3 Apply appropriate and safe behaviors and practices in the school, community, and workplace.
### JA Company Program – Blended

<table>
<thead>
<tr>
<th>Session Details</th>
<th>HI Performance Standards</th>
<th>Common Core ELA</th>
<th>Literacy in History Social Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Topic: Capitalization</strong></td>
<td>Refer to National Standards</td>
<td>Grades 9-10 RI.9-10.1-2 RI.9-10.4 W.9-10.2 W.9-10.4-7 SL.9-10.1-6 L.9-10.1-2 L.9-10.4</td>
<td>Grades 9-10 RH.1 RH.2 RH.4 whST.2 whST.4-9</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td></td>
<td>Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2 W.11-12.4-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6</td>
<td>Grades 11-12 RH.1 RH.2 RH.4 whST.2 whST.4-9</td>
</tr>
<tr>
<td>The students will:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Explore sources of capital.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Consider which sources of capital might be used for the Company.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Learn pitch ideas for building capital or obtaining funding.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Present a pitch.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| **Topic: Finance** | Refer to National Standards | Grades 9-10 RI.9-10.1-2 RI.9-10.4 W.9-10.2 W.9-10.4-7 SL.9-10.1-6 L.9-10.1-2 L.9-10.4 | Grades 9-10 RH.1 RH.2 RH.4 whST.2 whST.4-9 |
| **Objectives:** | | Grades 11-12 RI.11-12.1 RI.11-12.4 W.11-12.2 W.11-12.4-7 SL.11-12.1-2 SL.11-12.4-5 L.11-12.1-2 L.11-12.6 | Grades 11-12 RH.1 RH.2 RH.4 whST.2 whST.4-9 |
| The students will: | | | |
| ▪ Examine the most important financial elements of a startup. | | | |
| ▪ Practicing using the Business Finance Tool. | | | |
### JA Company Program – Blended

<table>
<thead>
<tr>
<th>Session Details</th>
<th>HI Performance Standards</th>
<th>Common Core ELA</th>
<th>Literacy in History Social Studies</th>
</tr>
</thead>
</table>
| **Topic: Management and Leadership**<br>Objectives:  
- Research how leaders make decisions.  
- Investigate how leaders influence a company, beyond giving direction.  
- Provide evidence of a leader’s specific leadership style.  
- Develop a TED-style talk on leadership. | Refer to National Standards | Grades 9-10<br>RI.9-10.1-2<br>RI.9-10.4,8<br>SL.9-10.1-4<br>L.9-10.1-2 | Grades 9-10<br>RH.1<br>RH.2<br>RH.4<br>RH.8 |
| **Topic: Marketing**<br>Objectives:  
- Learn about the 4 P’s of marketing—Product, Place, Price, and Promotion—and how they are related.  
- Explore marketing through a virtual job shadow and answer key questions that relate to the 4 P’s. | Refer to National Standards | Grades 9-10<br>RI.9-10.1-4<br>SL.9-10.1<br>L.9-10.1<br>L.9-10.4 | Grades 9-10<br>RH.1<br>RH.3<br>RH.4<br>RH.9 |
| **Topic: Sales**<br>Objectives:  
- Understand tips for sales success.  
- Create a video blog entry about a product or service to practice these tips. | Refer to National Standards | Grades 9-10<br>RI.9-10.1<br>RI.9-10.4<br>W.9-10.4-5<br>SL.9-10.1<br>L.9-10.1-2<br>L.9-10.4 | Grades 9-10<br>RH.1<br>RH.4<br>rhST.4-6 |
| | | | Grades 11-12<br>RH.1<br>RH.4<br>rhST.4-6 |
| | | | Grades 11-12<br>RH.1<br>RH.3<br>RH.4<br>RH.9 |
### JA Company Program – Blended

<table>
<thead>
<tr>
<th>Session Details</th>
<th>HI Performance Standards</th>
<th>Common Core ELA</th>
<th>Literacy in History Social Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Topic: Supply Chain</strong></td>
<td>Refer to National Standards</td>
<td>Grades 9-10</td>
<td>Grades 9-10</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td></td>
<td>RI.9-10.1</td>
<td>RH.1</td>
</tr>
<tr>
<td>The students will:</td>
<td></td>
<td>RI.9-10.4</td>
<td>RH.4</td>
</tr>
<tr>
<td>• Explore the interconnected links in a supply chain.</td>
<td></td>
<td>W.9-10.4-5</td>
<td>rhST.4-6</td>
</tr>
<tr>
<td>• Define standards for communicating about production.</td>
<td></td>
<td>SL.9-10.1</td>
<td></td>
</tr>
<tr>
<td>• Apply the concept of quality control to practices in the Company.</td>
<td></td>
<td>L.9-10.1-2</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.9-10.4</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Grades 11-12</td>
<td>Grades 11-12</td>
</tr>
<tr>
<td></td>
<td></td>
<td>RI.11-12.1</td>
<td>RH.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>W.11-12.4</td>
<td>RH.4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SL.11-12.1</td>
<td>rhST.4-6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.11-12.1-2</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.11-12.6</td>
<td></td>
</tr>
<tr>
<td><strong>Meeting Twelve: Liquidate the Company</strong></td>
<td>Refer to National Standards</td>
<td>Grades 9-10</td>
<td>Grades 9-10</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td></td>
<td>RI.9-10.1</td>
<td>RH.1</td>
</tr>
<tr>
<td>The students will:</td>
<td></td>
<td>RI.9-10.4</td>
<td>RH.4</td>
</tr>
<tr>
<td>• Explain and follow the liquidation process.</td>
<td></td>
<td>W.9-10.2</td>
<td>rhST.2-4</td>
</tr>
<tr>
<td>• Complete business closing and liquidation tasks, including recordkeeping.</td>
<td></td>
<td>W.9-10.4</td>
<td></td>
</tr>
<tr>
<td>• Create an annual report.</td>
<td></td>
<td>SL.9-10.1-4</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.9-10.1-2</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.9-10.4</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Grades 11-12</td>
<td>Grades 11-12</td>
</tr>
<tr>
<td></td>
<td></td>
<td>RI.11-12.1</td>
<td>RH.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>RI.11-12.4</td>
<td>RH.2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>W.11-12.2.4</td>
<td>RH.4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SL.11-12.1</td>
<td>rhST.2-4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SL.11-12.4-5</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.11-12.1-2</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.11-12.6</td>
<td></td>
</tr>
<tr>
<td><strong>Meeting Thirteen: Create a Personal Action Plan</strong></td>
<td>CTE.9-12.2.4 Assess career portfolio that documents evidence of progress toward the attainment of personal, educational, and career goals.</td>
<td>Grades 9-10</td>
<td>Grades 9-10</td>
</tr>
<tr>
<td><strong>Objectives:</strong></td>
<td></td>
<td>RI.9-10.1</td>
<td>RH.1</td>
</tr>
<tr>
<td>The students will:</td>
<td></td>
<td>RI.9-10.4</td>
<td>RH.2</td>
</tr>
<tr>
<td>• Understand the importance of networking.</td>
<td></td>
<td>W.9-10.2</td>
<td>RH.4</td>
</tr>
<tr>
<td>• Complete a personal action plan.</td>
<td></td>
<td>W.9-10.4-7</td>
<td>rhST.2-6</td>
</tr>
<tr>
<td>• Explore potential career options.</td>
<td></td>
<td>SL.9-10.1-3</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.9-10.1-2</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.9-10.4</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Grades 11-12</td>
<td>Grades 11-12</td>
</tr>
<tr>
<td></td>
<td></td>
<td>RI.11-12.1</td>
<td>RH.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>RI.11-12.4</td>
<td>RH.2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>W.11-12.2.4</td>
<td>RH.4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>W.11-12.4-7</td>
<td>rhST.2-6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SL.11-12.1-2</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>SL.11-12.4-5</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.11-12.1-2</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L.11-12.6</td>
<td></td>
</tr>
</tbody>
</table>