

# Scope & Sequence

## KEY



\*Pillars of Student Success noted signify a program's primary focus; however, each JA program is developed to include all Pillars of Student Success.

**Classroom-Based Programs**-Programs delivered to students by a volunteer during the traditional school day.

**JA AfterSchool®** -Programs delivered to students by a volunteer outside traditional school hours, including afternoon, evenings, weekends, and summer.

**JA Capstone Programs™** -Programs in which the classroom teacher prepares students for a daylong, out-of-school, volunteer-led experience.

## High School Programs (Grades 9-12)

	Pillars of Student Success*			Primary Implementation		
	Entrepreneurship	Financial Literacy	Work Readiness	Classroom-Based	JA AfterSchool	JA Capstone
<p><b>JA Banks in Action®</b> teaches high school students the principles of the banking industry and introduces them to the challenges of successfully operating a bank in a competitive environment. Eight required, volunteer-led sessions.</p> <p><b>Concepts</b>-Banking, Banking careers, Central bank, Human capital, Interest rates, Liquidity, Long-term deposit products, Long-term loan products, Marketing, Products, Profits, Research and development, Reserve, Reserve requirement, Rule of 72, Services, Short-term deposit products, Short-term loan products, Spread.</p> <p><b>Skills</b>-Active listening, Analyzing information, Computer, Computing, Cost-benefit analysis, Critical thinking, Data analysis, Decision-making, Following directions, Group discussion, Interpreting information, Math computation, Problem-solving, Public speaking, Reading, Teamwork.</p>	○	◐	◐	✓		
<p><b>JA Be Entrepreneurial®</b> introduces students to the essential components of a practical business plan, and challenges them to start an entrepreneurial venture while still in high school. Seven required, volunteer-led sessions.</p> <p><b>Concepts</b>-Advertisement, Business plan, Competitive advantages, Customer, Demographic, Entrepreneur, Entrepreneurial spirit, Ethical dilemma, Ethics, Financing, Franchise, Long- vs. short-term consequences, Management, Market, Market needs, Marketing, Nonprofit business, Product, Product development, Profit, Social entrepreneur, Social responsibility, Stakeholder, Voting.</p> <p><b>Skills</b>-Analyzing information, Business planning, Categorizing data, Decision-making, Evaluating alternatives, Expressing multiple viewpoints, Graphic presentation, Oral and written communication, Presenting information, Reading for understanding, Weighing consequences, Working in groups, Working in pairs.</p>	●	○	◐	✓		
<p><b>JA Business Ethics®</b> uses hands-on classroom activities to foster ethical decision-making in students as they prepare to enter the workforce and the global marketplace. Seven required and five optional, volunteer-led sessions.</p> <p><b>Concepts</b>-Beliefs, Code of Ethics, Employee ethics, Ethical decision-making, Ethical dilemmas, Ethics rationale, Ethics vs. rules, Fallacies, Gatekeeper, Goal assistants, Goal obstructions, Hero, mentor, and role model, Interdependence, Marketing, Multinational corporation, Organizational ethics, Personal ethics, Profit, Propaganda, Social responsibility theories, Stakeholders, Stockholders, Values.</p> <p><b>Skills</b>-Analyzing information, Categorizing data, Decision-making, Oral and written communication, Public speaking, Reading for understanding, Understanding the need for mutual respect, Working in groups.</p>	○	○	◐	✓		
<p><b>JA Careers with a Purpose®</b> introduces students to the importance of seeking careers that help them realize their life potential and noble purpose. The program demonstrates the importance of positive values, life maxims, and ethical decision-making within the context of career and life decisions. Seven required, volunteer-led sessions.</p> <p><b>Concepts</b>-Career, Career choices, Job, Life roles, Maxim, Noble purpose, World of work.</p> <p><b>Skills</b>-Analyzing information, Building self-confidence, Categorizing data, Oral and written communication, Public speaking, Working in groups.</p>	○	○	●	✓		

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## High School Programs

**JA Company Program®** analyzes and explores personal opportunities and responsibilities within a student-led company. Twelve required, volunteer-led meetings.

**Concepts**-Business, Choices, Competition, Division of labor, Entrepreneurship, Expenses, Fixed costs, Goods, Incentive, Income, Liquidation, Management, Marketing, Parliamentary procedure, Price, Productivity, Profit, Production, Research and development, Services, Stock, Variable costs.

**Skills**-Assembling products, Consensus building, Critical thinking, Estimating, Filling out forms, Interpreting data, Math computation, Negotiating, Presenting reports, Problem-solving, Public speaking, Research, Selling, Teamwork.

**JA Economics®** examines the fundamental concepts of micro-, macro-, and international economics. Seven required, volunteer-led sessions.

**Concepts**-Advantage, Demand, Economics systems, Exchange rates, Fiscal policy, Government, Gross domestic product, Income distribution, Inflation, Investment, Labor, Markets, Opportunity cost, Productivity, Scarcity, Supply, Trade.

**Skills**-Applying information, Classifying, Critical thinking, Decision-making, Giving reports, Graphing, Interpreting data, Math computation, Reading, Research, Taking notes, Writing.

**JA Exploring Economics®** fosters lifelong skills and knowledge about how an economy works, including micro-, macro-, personal, and international economics. Seven required, volunteer-led sessions.

**Concepts**-Banks as borrowers and lenders, Command economy, Consumer Price Index (CPI), Consumer purchasing power, Demand, Distribution, Economics, Economic isolationism, Economic systems, Federal Reserve System, Free-rider problem, Inflation, Inflation rate, International trade, Investing options, Market economy, Market-clearing price, Nonrivalry, Percentage change, Private property, Production, Public vs. private goods, Public vs. private sector, Regional trade, Risk versus reward, Saving options, Simple interest, Supply, Supply and demand, Tariff, Taxes, Trade restrictions, Utility, United States Bureau of Labor Statistics (BLS), World trade.

**Skills**-Analyzing information, Categorizing data, Charting, Decision-making, Evaluating alternatives, Evaluating information, Graphing, Listening for understanding, Oral and written communication, Negotiating, Public speaking, Reading for understanding, Solving algebraic equations, Working in pairs and groups.

**JA Job Shadow™** meets the needs of a diverse group of high school students by providing engaging, academically enriching, and experiential-learning sessions in work-readiness education and career perspectives. In-school, teacher-led sessions; pre- and post-Job Shadow experience.

**Concepts**-Career cluster, Interests, Interview, Reflect and evaluate, Resume, Skills, Work-readiness skills.

**Skills**-Analyzing and interpreting information, Brainstorming, Critical thinking, Oral and written communication, Public speaking, Self-assessment, Setting goals, Working in groups, Written communication.

	Pillars of Student Success*			Primary Implementation		
	Entrepreneurship	Financial Literacy	Work Readiness	Classroom-Based	JA AfterSchool	JA Capstone
<b>JA Company Program®</b>	Moderate	Minimal	High		✓	
<b>JA Economics®</b>	Moderate	Moderate	Moderate	✓		
<b>JA Exploring Economics®</b>	Moderate	Moderate	Moderate	✓		
<b>JA Job Shadow™</b>	Minimal	Minimal	High			✓

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## High School Programs

**JA Success Skills®** meets the needs of a diverse group of high school students by providing engaging, academically enriching, and experiential-learning sessions in work-readiness education and career perspectives. Seven required, volunteer-led sessions.

**Concepts**-Building rapport, Careers, Career choices, Choices, Communication, Conflict resolution, Cooperation, Data collection, Effective teamwork, Evaluating information, Job interview, Marketing, Oral communication, Problem-solving, Reflect and evaluate, Resolve conflict, Synergy, Values.

**Skills**-Active listening, Analyzing information, Analyzing points of view, Brainstorming, Categorizing data, Cooperation, Critical thinking, Deductive reasoning, Interpreting information, Oral and written communication, Problem-solving, Public speaking, Reflect and evaluate, Self-assessment, Synthesizing and evaluating information, Working in groups.

**JA Titan®** introduces critical economics and management decisions through an interactive simulation. Seven required, volunteer-led sessions.

**Concepts**-Business management, Capital investment, Charitable giving, Demographics, Fixed costs, Four P's of Marketing, Law of diminishing returns, Marketing, Marketing research, Price, Product life cycle, Production, Research and development, Target marketing, Variable costs.

**Skills**-Analyzing information, Critical thinking, Data analysis, Decision-making, Mathematical skills, Planning, Reading charts and graphs, Research, Teamwork, Working in groups.

**JA Personal Finance®** introduces students to the importance of planning for their financial future. The program demonstrates the roles that budgeting, investing, credit, and insurance play in securing financial stability. Students develop a portfolio of skills to make financial decisions and set financial goals throughout their lives. Five required, volunteer-led sessions.

**Concepts**-Budgeting, Credit, Financial choices, Fraud, Identity theft, Insurance, Investment, Pay yourself first, Saving, Setting goals, Spending.

**Skills**-Analyzing information, Categorizing data, Decision-making, Financial planning, Group work, Organization, Oral and written communication, Public speaking, Reading comprehension.

Pillars of Student Success*			Primary Implementation		
Entrepreneurship	Financial Literacy	Work Readiness	Classroom-Based	JA AfterSchool	JA Capstone
○	○	●	✓		
◐	○	●	✓		
○	●	◐	✓		