

# JA Company Program – Blended

| Session Details   | NH Academic Standards  | Common Core ELA   | Literacy in History Social Studies   |
|---|--|---|--|
| <p><b>Meeting One: Start a Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Identify what they will be doing in JA Company Program.</li> <li>▪ Share important information about prior knowledge, beliefs, and attitudes.</li> <li>▪ Build relationships with others in their group.</li> <li>▪ Determine entrepreneurial traits and choose a business team.</li> <li>▪ Explore potential ways to fund their venture.</li> </ul> | <p><b>Social Studies</b></p> <p>SS:EC:12:1.1 Examine the roles of workers and consumers in factor and product markets, e.g., how labor or private property can be used as a productive resource.</p> <p><b>Career Development</b></p> <p>6.12.c Demonstrate knowledge of how occupational skills and knowledge can be acquired through leisure activities.</p> <p>6.12.i Demonstrate an understanding of the ways in which work, family, and leisure roles are interrelated.</p> | <p><b>Grades 9-10</b></p> <p>RI.9-10.1-2<br/>RI.9-10.4<br/>W.9-10.6<br/>SL.9-10.1-2<br/>L.9-10.1-2<br/>L.9-10.4</p> <p><b>Grades 11-12</b></p> <p>RI.11-12.1<br/>RI.11-12.4<br/>W.11-12.6<br/>SL.11-12.1-2,<br/>SL.11-12.4<br/>L.11-12.1-2<br/>L.11-12.6</p>                              |  |
| <p><b>Meeting Two: Fill a Need</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Collaborate as a group to decide on the product or service that the Company will sell.</li> <li>▪ Narrow the list of potential business ideas by answering critical questions about each one.</li> </ul>  | <p><b>Social Studies</b></p> <p>SS:EC:12:1.1 Examine the roles of workers and consumers in factor and product markets, e.g., how labor or private property can be used as a productive resource.</p>   | <p><b>Grades 9-10</b></p> <p>RI.9-10.1<br/>RI.9-10.4<br/>W.9-10.4<br/>W.9-10.6-7<br/>SL.9-10.1-2<br/>SL.9-10.4-5<br/>L.9-10.1-2<br/>L.9-10.4</p> <p><b>Grades 11-12</b></p> <p>RI.11-12.1<br/>RI.11-12.4<br/>W.11-12.6<br/>SL.11-12.1-2,<br/>SL.11-12.4<br/>L.11-12.1-2<br/>L.11-12.6</p> | <p><b>Grades 9-10</b></p> <p>RH.1<br/>RH.4<br/>RH.6</p> <p><b>Grades 11-12</b></p> <p>RH.1<br/>RH.4<br/>RH.6</p> |
| <p><b>Meeting Three: Vet the Venture</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Conduct research on top business ideas.</li> <li>▪ Decide which product or service idea to move forward with.</li> <li>▪ Submit the product idea for approval.</li> </ul>   | <p><b>Social Studies</b></p> <p>SS:EC:12:1.2: Conceptualize how events in the business cycle impact individual lives, e.g., career or consumer choices.</p> <p><b>Career Development</b></p> <p>1.12.a Demonstrate the ability to analyze how well evidence supports a conclusion or thesis.</p> <p>1.12.b Present, explain, and defend positions, using visual aids when appropriate.</p>   | <p><b>Grades 9-10</b></p> <p>RI.9-10.1<br/>W.9-10.4<br/>W.9-10.6-7<br/>SL.9-10.1-3<br/>L.9-10.1-2</p> <p><b>Grades 11-12</b></p> <p>RI.11-12.1<br/>RI.11-12.4<br/>W.11-12.4<br/>W.11-12.6-7<br/>SL.11-12.1-2<br/>L.11-12.1-2<br/>L.11-12.6</p>  | <p><b>Grades 9-10</b></p> <p>RH.1<br/>RH.4</p> <p><b>Grades 11-12</b></p> <p>RH.1<br/>RH.4</p>                   |

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| <p><b>Meeting Four: Create a Structure</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Form and select Business Teams.</li> <li>▪ Collaborate in Business Teams to determine leadership, conduct research, and assign tasks in order to launch the business.</li> <li>▪ Work individually or with other Company members to conduct research and complete tasks in order to launch the business.</li> </ul> | <p><b>Social Studies</b></p> <p>SS:EC:12:2.5 Analyze the similarities and differences among sole proprietorships, partnerships, and corporations.</p> <p><b>Career Development</b></p> <p>2.12.c Develop a systemic plan and communicate the plan clearly.</p>  | <p><b>Grades 9-10</b></p> <p>RI.9-10.1-2<br/>W.9-10.2,4<br/>W.9-10.6-7<br/>SL.9-10.1-3<br/>L.9-10.1-2<br/>L.9-10.4</p> <p><b>Grades 11-12</b></p> <p>RI.11-12.1<br/>RI.11-12.4<br/>W.11-12.4<br/>W.11-12.6-7<br/>SL.11-12.1-2<br/>L.11-12.1-2<br/>L.11-12.6</p>                   | <p><b>Grades 9-10</b></p> <p>RH.1<br/>RH.2<br/>RH.4<br/>whST.2.<br/>whST.4<br/>whST.5<br/>whST.6</p> <p><b>Grades 11-12</b></p> <p>RH.1<br/>RH.2<br/>RH.4<br/>whST.2.<br/>whST.4<br/>whST.5<br/>whST.6</p> |
| <p><b>Meeting Five: Launch the Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Engage in business communication and implementation.</li> <li>▪ Research business processes, and integrate information across all teams.</li> <li>▪ Apply the concept of accountability to practices in the Company.</li> <li>▪ Complete a business plan.</li> </ul>   | <p><b>Career Development</b></p> <p>2.12.b Analyze the design and management of a system.</p>   | <p><b>Grades 9-10</b></p> <p>RI.9-10.1<br/>W.9-10.2<br/>W.9-10.4-7<br/>SL.9-10.1-6<br/>L.9-10.1-2<br/>L.9-10.4</p> <p><b>Grades 11-12</b></p> <p>RI.11-12.1<br/>RI.11-12.4<br/>W.11-12.2-7<br/>SL.11-12.1-2<br/>L.11-12.1-2<br/>L.11-12.6</p>                                     | <p><b>Grades 9-10</b></p> <p>RH.1<br/>whST.2<br/>whST.6</p> <p><b>Grades 11-12</b></p> <p>RH.1<br/>whST.2<br/>whST.6</p>   |
| <p><b>Meeting Six through Eleven: Run the Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Practice business communication and implementation.</li> <li>▪ Practice task prioritization.</li> <li>▪ Practice follow-through.</li> <li>▪ Submit important information.</li> <li>▪ Practice problem solving</li> </ul>  | <p><b>Career Development</b></p> <p>1.12.d Demonstrate the effective use of the conventions of English language in communications.</p> <p>2.12.a Apply decision-making skills in a wide variety of situations.</p> <p>2.12.d Develop and test strategies to optimize the performance of a system.</p> <p>3.12.2.a Evaluate the processes used to achieve goals and improve the qualities of resulting products.</p> <p>3.12.2.b Show evidence of effective time management.</p> | <p><b>Grades 9-10</b></p> <p>RI.9-10.1<br/>W.9-10.4-7<br/>SL.9-10.1-2<br/>SL.9-10.4-6<br/>L.9-10.1-2<br/>L.9-10.4</p> <p><b>Grades 11-12</b></p> <p>RI.11-12.1<br/>RI.11-12.4<br/>W.11-12.2,4<br/>W.11-12.5-6<br/>SL.11-12.1-2<br/>SL.11-12.1-2<br/>L.11-12.1-2<br/>L.11-12.6</p> | <p><b>Grades 9-10</b></p> <p>RH.1<br/>RH.2<br/>RH.9</p> <p><b>Grades 11-12</b></p> <p>RH.1<br/>RH.2<br/>RH.9</p>   |

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| <p><b>Topic: Capitalization</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explore sources of capital.</li> <li>▪ Consider which sources of capital might be used for the Company.</li> <li>▪ Learn pitch ideas for building capital or obtaining funding.</li> <li>▪ Present a pitch.</li> </ul> | <p><b>Social Studies</b></p> <p>SS:EC:12:6.1 Compare the risk, rate of return, and liquidity of investment.</p>                       | <p><b>Grades 9-10</b><br/>           RI.9-10.1-2<br/>           RI.9-10.4<br/>           W.9-10.2<br/>           W.9-10.4-7<br/>           SL.9-10.1-6<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.2<br/>           W.11-12.4-7<br/>           SL.11-12.1-2<br/>           SL.11-12.4-5<br/>           L.11-12.1-2<br/>           L.11-12.6</p> | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2<br/>           whST.4-9</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2<br/>           whST.4-9</p>   |
| <p><b>Topic: Finance</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Examine the most important financial elements of a startup.</li> <li>▪ Practicing using the Business Finance Tool.</li> </ul>   | <p><b>Career Development</b></p> <p>2.12.f Demonstrate skills necessary to function as a consumer and manage financial resources.</p> | <p><b>Grades 9-10</b><br/>           RI.9-10.1-2<br/>           RI.9-10.4<br/>           W.9-10.2<br/>           W.9-10.4-7<br/>           SL.9-10.1-6<br/>           L.9-10.1-2<br/>           L.9-10.4</p> <p><b>Grades 11-12</b><br/>           RI.11-12.1<br/>           RI.11-12.4<br/>           W.11-12.2<br/>           W.11-12.4-7<br/>           SL.11-12.1-2<br/>           SL.11-12.4-5<br/>           L.11-12.1-2<br/>           L.11-12.6</p> | <p><b>Grades 9-10</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2<br/>           whST.4-6<br/>           whST.7-9</p> <p><b>Grades 11-12</b><br/>           RH.1<br/>           RH.2<br/>           RH.4<br/>           whST.2<br/>           whST.4-6<br/>           whST.7-9</p> |

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| <p><b>Topic: Management and Leadership</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Research how leaders make decisions.</li> <li>▪ Investigate how leaders influence a company, beyond giving direction.</li> <li>▪ Provide evidence of a leader’s specific leadership style.</li> <li>▪ Develop a TED-style talk on leadership.</li> </ul> | <p><b>Career Development</b></p> <p>5.12.a Demonstrate consistent, responsive and caring behavior.</p> <p>5.12.b Demonstrate the ability respect the rights of, and accept responsibility for, self and others.</p> <p>5.12.c Demonstrate effective and flexible team skills as team member or leader.</p> <p>6.12.a Use their analyses of role models to improve planning and implementation of projects.</p> <p>6.12.b Explain the importance of the balance between work and leisure time.</p> | <p><b>Grades 9-10</b><br/>RI.9-10.1-2<br/>RI.9-10.4,8<br/>SL.9-10.1-4<br/>L.9-10.1-2</p> <p><b>Grades 11-12</b><br/>RI.11-12.1<br/>RI.11-12.4<br/>SL.11-12.1-2<br/>L.11-12.1-2<br/>L.11-12.6</p>                    | <p><b>Grades 9-10</b><br/>RH.1<br/>RH.2<br/>RH.4<br/>RH.8</p> <p><b>Grades 11-12</b><br/>RH.1<br/>RH.2<br/>RH.4<br/>RH.8</p> |
| <p><b>Topic: Marketing</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Learn about the 4 P’s of marketing— Product, Place, Price, and Promotion—and how they are related.</li> <li>▪ Explore marketing through a virtual job shadow and answer key questions that relate to the 4 P’s.</li> </ul>   | <p><b>Career Development</b></p> <p>2.12.e Demonstrate how to analyze the interrelationships of events/ideas from several perspectives.</p>   | <p><b>Grades 9-10</b><br/>RI.9-10.1,4<br/>SL.9-10.1<br/>L.9-10.1<br/>L.9-10.4</p> <p><b>Grades 11-12</b><br/>RI.11-12.1<br/>W.11-12.6-7<br/>SL.11-12.1-2<br/>SL.11-12.4-5<br/>L.11-12.1-2<br/>L.11-12.6</p>         | <p><b>Grades 9-10</b><br/>RH.1<br/>RH.3<br/>RH.4<br/>RH.9</p> <p><b>Grades 11-12</b><br/>RH.1<br/>RH.3<br/>RH.4<br/>RH.9</p> |
| <p><b>Topic: Sales</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Understand tips for sales success.</li> <li>▪ Create a video blog entry about a product or service to practice these tips.</li> </ul>  | <p><b>Career Development</b></p> <p>1.12.e Demonstrate the ability to adjust communication style and language so that it is appropriate to the situation, topic, purpose, and audience.</p>   | <p><b>Grades 9-10</b><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</p> <p><b>Grades 11-12</b><br/>RI.11-12.1<br/>W.11-12.4<br/>SL.11-12.1<br/>L.11-12.1-2<br/>L.11-12.6</p> | <p><b>Grades 9-10</b><br/>RH.1<br/>RH.4<br/>rhST.4-6</p> <p><b>Grades 11-12</b><br/>RH.1<br/>RH.4<br/>rhST.4-6</p>           |

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| <p><b>Topic: Supply Chain</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explore the interconnected links in a supply chain.</li> <li>▪ Define standards for communicating about production.</li> <li>▪ Apply the concept of quality control to practices in the Company.</li> </ul> | <p><b>Social Studies</b></p> <p>SS:EC:12:2.1: Explain how the allocation of resources impact productivity and ultimately economic growth</p>  |  |  |
| <p><b>Meeting Twelve: Liquidate the Company</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explain and follow the liquidation process.</li> <li>▪ Complete business closing and liquidation tasks, including recordkeeping.</li> <li>▪ Create an annual report.</li> </ul>           | <p><b>Career Development</b></p> <p>6.12.d Explain how the changing workplace requires lifelong learning and upgrading of skills.</p> <p>6.12.e Analyze the effects of the changing workplace on the individual, employers, workers, labor organizations, the economy, and society.</p>   | <p><b>Grades 9-10</b></p> <p>RI.9-10.1<br/>RI.9-10.4<br/>W.9-10.2<br/>W.9-10.4<br/>SL.9-10.1-4<br/>L.9-10.1-2<br/>L.9-10.4</p> <p><b>Grades 11-12</b></p> <p>RI.11-12.1<br/>RI.11-12.4<br/>W.11-12.2,4<br/>SL.11-12.1<br/>SL.11-12.4-5<br/>L.11-12.1-2<br/>L.11-12.6</p>                     | <p><b>Grades 9-10</b></p> <p>RH.1<br/>RH.2<br/>RH.4<br/>whST.2-4</p> <p><b>Grades 11-12</b></p> <p>RH.1<br/>RH.2<br/>RH.4<br/>whST.2-4</p> |
| <p><b>Meeting Thirteen: Create a Personal Action Plan</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Understand the importance of networking.</li> <li>▪ Complete a personal action plan.</li> <li>▪ Explore potential career options.</li> </ul>                                    | <p><b>Career Development</b></p> <p>4.12.b Demonstrate knowledge of how individuals grow and develop throughout their lives.</p> <p>4.12.c Describe the contribution of work to a productive life.</p> <p>4.12.d Demonstrate the ability to make decisions consistent with one’s own belief system.</p> <p>6.12.f Explain how employment opportunities relate to education and training.</p> <p>6.12.g Demonstrate skills in preparing a resume and completing job applications.</p> <p>7.12.b Share and discuss their individual educational and career plan, including decisions to be implemented after high school.</p> <p>7.12.c Display knowledge of the placement services available to assist the transition from high school to employment or the armed services.</p> <p>7.12.d Identify the steps required for transition from high school to entry into postsecondary education, training, and/or employment.</p> <p>7.12.e Apply job readiness skills to seek employment opportunities.</p> | <p><b>Grades 9-10</b></p> <p>RI.9-10.1<br/>RI.9-10.4<br/>W.9-10.2<br/>W.9-10.4-7<br/>SL.9-10.1-3<br/>L.9-10.1-2<br/>L.9-10.4</p> <p><b>Grades 11-12</b></p> <p>RI.11-12.1<br/>RI.11-12.4<br/>W.11-12.2,4<br/>W.11-12.4-7<br/>SL.11-12.1-2<br/>SL.11-12.4-5<br/>L.11-12.1-2<br/>L.11-12.6</p> | <p><b>Grades 9-10</b></p> <p>RH.1<br/>RH.2<br/>RH.4<br/>whST.2-6</p> <p><b>Grades 11-12</b></p> <p>RH.1<br/>RH.2<br/>RH.4<br/>whST.2-6</p> |