

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 day-long, out-of-school, volunteer-led experience.

High School Programs (Grades 9-12)

JA Be Entrepreneurial® 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 volunteer-led sessions required.

Concepts-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, Profits, Social entrepreneur, Social responsibility, Stakeholder, Voting.

Skills-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.

JA Career Success™ equips students with the tools and skills required to get and keep a job in high-growth career industries. Seven volunteer-led sessions required.

Concepts-Career clusters, Career planning, Career preparation, Collaboration, Communication, Conflict management, Critical thinking, Education and training, Employer expectations, High-growth jobs, High performance teams, Interests, Inventory and ordering, Job interviews, Job outlook, Job retention, Post-secondary options, Problem solving techniques, Retail stocking, Skills, Soft skills, STEM, Technical skills, The 4Cs, Work priorities, Workplace Skills.

Skills-Analyze data, Collaborative discussions, Conflict resolution, Communication, Competition, Creativity and innovation, Critical thinking, Decision making, Follow written instructions, Formulate answers from personal experiences, Goal-setting, Identify behaviors, Interpersonal skills, Organizing information, Prioritizing, Problem solving, Research skills, Role playing, Self-assessment, Time management, Working collaboratively, Working in groups.

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

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 volunteer-led sessions required.

Concepts-Advantage, Demand, Economics system, 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.

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

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Minimal



Moderate



High

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High School Programs (Grades 9-12)

JA Finance Park® helps students build a foundation for making intelligent, lifelong, personal financial decisions through hands-on, realistic simulation experiences. The program includes in-school activities and culminates in the JA Finance Park simulation, followed by a post-simulation assessment.

Concepts-Banking, Budgets, Buying, Careers, Choices, Consumers, Credit, Debt, Exchange, Expenses, Income, Interest rates, Investments, Money, Opportunity costs, Saving, Scarcity, Social Security, Taxes.

Skills-Analysis, Applying information, Budgeting, Cause and effect, Critical thinking, Computation, Data collection, Decision making, Filling out forms, Following directions, Graphing, Interpersonal communication, Interpreting data, Listening, Negotiation, Observation, Planning, Problem solving, Reading, Research, Role-playing, Spending, Taking responsibility, Teamwork.

JA Job Shadow™ prepares students to be entrepreneurial thinkers in their approach to work. Students will acquire and apply the skills needed in demanding and ever-changing workplaces. Two in-class sessions, a four- to five-hour site visit, and one in-class session required after the visit.

Concepts-Career assessment, Career clusters, Career planning, Elevator pitch, Infographic profile, Interests, Job hunting, Job interview, Job outlook, Networking, Professional and ethical behaviors, Resume, Skills, Thank you notes, Work priorities.

Skills-Analyze and apply data, Business communication, Creativity and innovation, Follow written instructions, Formulate answers from personal experience, Identify behaviors, Interviewing, Oral and written communication, Organize information, Present information, Research a variety of sources for information, Role-play, Self-assessment, Technical writing, Working collaboratively.

JA Personal Finance® focuses on earning money; spending money wisely through budgeting; saving and investing money; using credit cautiously; and protecting personal finances. Five volunteer-led sessions required.

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
<p>JA Finance Park®</p> <p>Concepts-Banking, Budgets, Buying, Careers, Choices, Consumers, Credit, Debt, Exchange, Expenses, Income, Interest rates, Investments, Money, Opportunity costs, Saving, Scarcity, Social Security, Taxes.</p> <p>Skills-Analysis, Applying information, Budgeting, Cause and effect, Critical thinking, Computation, Data collection, Decision making, Filling out forms, Following directions, Graphing, Interpersonal communication, Interpreting data, Listening, Negotiation, Observation, Planning, Problem solving, Reading, Research, Role-playing, Spending, Taking responsibility, Teamwork.</p>	◐	●	●	✓	✓	✓
<p>JA Job Shadow™</p> <p>Concepts-Career assessment, Career clusters, Career planning, Elevator pitch, Infographic profile, Interests, Job hunting, Job interview, Job outlook, Networking, Professional and ethical behaviors, Resume, Skills, Thank you notes, Work priorities.</p> <p>Skills-Analyze and apply data, Business communication, Creativity and innovation, Follow written instructions, Formulate answers from personal experience, Identify behaviors, Interviewing, Oral and written communication, Organize information, Present information, Research a variety of sources for information, Role-play, Self-assessment, Technical writing, Working collaboratively.</p>	◐	◐	●	✓	✓	✓
<p>JA Personal Finance®</p> <p>Concepts-Budgeting, Credit, Financial choices, Fraud, Identity theft, Insurance, Investment, Pay yourself first, Saving, Setting goals, Spending.</p> <p>Skills-Analyzing information, Categorizing data, Decision making, Financial planning, Group work, Organization, Oral and written communication, Public speaking, Reading comprehension.</p>	◐	●	◐	✓	✓	✓