

A Correlation:  
**IOWA**  
Academic Standards and  
Junior Achievement  
Middle School Programs



Updated September 2024

[Social Studies](#) Standards

[Middle Level Family and Consumer Science](#)

[Family and Consumer Science](#)

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# Overview

Junior Achievement programs offer a multidisciplinary approach that connects learning across social studies disciplines, such as economics, geography, history, government, and civics, while incorporating mathematical concepts and reasoning and language arts skills. This list is not meant to be exhaustive or intended to suggest that a JA program will completely address any given standard but is designed to show how it can enhance or complement efforts to do so. The flexibility of the programs and supplementary materials allow specific content or skills to be addressed in depth by the teacher and/or business volunteer as planned.

In this document, Junior Achievement programs are correlated to the Iowa Social Studies Standards and 21st Century Skills, and the Iowa Middle Level Family and Consumer Sciences as well as the Common Core State Standards in English/ Language Arts and Mathematics. Alternate delivery methods, such as student-guided, cover the same learning objectives for social studies standards and the JA Pathway Competencies. However, the varied implementation models may cause slight variation in English Language Arts and Mathematics correlations.

## JA Middle Grades Classroom Learning Experiences

[JA Economics for Success](#)<sup>®</sup> introduces middle school students to initial work and data

readiness and personal finance concepts through flexible facilitation materials and engaging interactive activities, games, and role plays that support learning objectives.

[JA Global Marketplace](#)<sup>®</sup> introduces students to the global marketplace and the ways in which countries buy and sell from each other. Through completion of this program, students will gain an understanding of the role of producers and consumers in the interconnected global market.

[JA It's My Business!](#)<sup>®</sup> provides middle school students an opportunity to experience the initial steps necessary to start a business. New program content provides an authentic entrepreneurial experience for students, with each session building up to a product-pitch competition

[JA It's My Future](#)<sup>®</sup> offers middle school students' practical information to help prepare them for the working world. Students develop the personal-branding and job-hunting skills needed to earn a job.

[JA Inspire](#)<sup>®</sup> **Entry** event (in-person, virtual, or hybrid) provides students a powerful way to learn about real-world career opportunities and their local economy by bringing together the business community and local schools. (Grades 6-8)

[JA Career Exploration Fair](#)<sup>®</sup> is an event where students learn about a range of career options across multiple career clusters. (Grades K-12)

[JA Career Speakers Series](#)<sup>®</sup> In JA Career Speakers Series, a volunteer guest speaker visits the classroom and shares information about his or her career, work, and education experience. (Grades K-12)

[JA Excellence through Ethics](#)<sup>®</sup> introduces students to the importance of ethics and ethical decision-making and how ethical and unethical choices affect everyone in a community. (Grades 6-12)

[JA It's My Job](#)<sup>®</sup> (Soft Skills) will help students understand the value of professional and soft skills, making them more employable to future employers across multiple career clusters. (Grades 6-12)

[JA Company Program](#)<sup>®</sup> **Pop Up** teaches students how to plan, launch, and operate their own business venture within a structured, guided experience. Throughout the start-up process, students collaborate, make crucial business decisions, practice communication skills, and develop entrepreneurial knowledge and skills. (Grades 6-12)

# JA Economics for Success

Session Descriptions	Social Studies Standards ML (Middle Level) FCS Standards	Iowa Core 21 <sup>st</sup> Century Skills: Employability and CTE Career Ready Practices	Common Core ELA
<p><b>My Career Exploration</b></p> <p>Students explore the 16 career clusters and identify the clusters they find interesting. They learn that early career planning results in more choices and opportunities for success in a career that matches their interests, skills, and values.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize the career clusters and their related careers.</li> <li>Apply values, skills, and interests to the career clusters.</li> </ul>	<p><b>ML/FCS</b></p> <p><u>Career and Community Connections</u></p> <p>1.1.6 Develop a life plan, including pathways to acquiring the knowledge and skills needed to achieve individual, family, and career goals.</p> <p>1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.</p> <p><u>Family and Human Services</u></p> <p>7.1.3 Summarize education and training requirements and opportunities for career paths in family and human services.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4 Use time efficiently to manage workload</b></p> <p>Segment task into logical steps</p> <p>Build a timeline to facilitate completion of the task</p> <p>Prioritize steps in proper order</p> <p><b>CTE</b></p> <p><u>Career Readiness Practices</u></p> <p>CRP.10.01.02.a. Examine career clusters and identify potential career opportunities based on personal interests, talents, goals and preferences.</p>	<p><b>Reading for Informational Text</b></p> <p>RI 1 RI 2 RI 7</p> <p><b>Writing</b></p> <p>W.4, W.7, W.8</p> <p><b>Speaking and Listening</b></p> <p>SL 1 SL 2 SL4</p> <p><b>Language</b></p> <p>L 1 L3 L4 L6</p>
<p><b>Getting to Know Me</b></p> <p>Students better understand their own values, skills, and interests, as well as the importance of applying self-knowledge to future choices. Students use their self-knowledge to develop a word-based personal brand.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Apply self-knowledge to identify personal values, skills, and interests; set priorities; and make decisions.</li> <li>Discuss the importance of a personal brand statement.</li> <li>Recognize that self-knowledge is needed to work effectively with others.</li> </ul>	<p><b>ML/FCS</b></p> <p><u>Career and Community Connections</u></p> <p>1.2.2 Demonstrate job seeking and job keeping skills.</p> <p><u>Social and Emotional Learning</u></p> <p>13.1.1 Analyze processes for building and maintaining interpersonal relationships.</p> <p>13.2.3 Analyze the effects of self-esteem and self-image on relationships.</p> <p><u>Financial Literacy</u></p> <p>2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals.</p> <p><u>Social and Emotional Learning</u></p> <p>13.3.6 Analyze the effects of technology on communications in family, work, and community settings.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4 Perform work without oversight</b></p> <p>Assess the task and identify the priority/necessary actions to be taken</p> <p>Understand the task's relationship to greater goal</p> <p>Understand that incomplete work-- even if excellent--is not acceptable</p> <p>Understand the importance of self-confidence</p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u></p> <p>CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community</p> <p>CRP.01.01.02.a. Distinguish personal levels of responsibility, which can be applied in the workplace and community.</p>	<p><b>Reading for Informational Text</b></p> <p>RI 2 RI 4</p> <p><b>Writing</b></p> <p>W.4, W.5</p> <p><b>Speaking and Listening</b></p> <p>SL 1 SL 6</p> <p><b>Language</b></p> <p>L 1 L2 L3 L4 L6</p>

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<p><b>My Career Goals</b> Students recognize that the choices they make will affect their education, career, and financial security. Students learn the value of self-efficacy in achieving their goals.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize the connections between your choices and your education, personal finances, and career paths.</li> <li>Create short- and long-term goals.</li> <li>Identify character traits that can help you overcome obstacles</li> </ul>	<p><b>Social Studies (Financial Literacy)</b> <u>Develop Financial and Career Goals</u> SS.6.24. Explain how personal financial decisions are influenced by an individual’s interpretation of needs and wants.</p> <p>SS.7.28. Predict the relationship between financial goals and achievements.</p> <p><b>Social Studies (Economics)</b> <u>Engage in Economic Decision Making</u> SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p><b>ML/FCS</b> <u>Financial Literacy</u> 2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4 Perform work without oversight</b></p> <ul style="list-style-type: none"> <li>Assess the task and identify the priority/necessary actions to be taken</li> <li>Understand the task’s relationship to greater goal</li> <li>Understand the importance of self-confidence</li> </ul> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.01.02.01.b. Assess the pros and cons of personal decisions based on their anticipated impact on self and others.</p> <p>CRP.01.02.01.c. Make and defend personal decisions after analyzing their near- and long term impacts on self and others.</p> <p>CRP.03.02.01.a. Research and examine components in a personal financial management plan (e.g., income, expense, budgeting, savings, credit, etc.).</p>	<p><b>Reading for Informational Text</b> RI 1 RI 2 RI 4</p> <p><b>Writing</b> W.4</p> <p><b>Speaking and Listening</b> SL 1 SL 2</p> <p><b>Language</b> L 1 L2 L3 L4 L6</p>
<p><b>My Transferable Skills</b> Students recognize that skills they learn now will be useful in both their personal life and their future career. They learn about the digital skills needed to work remotely.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize appropriate skills for the workplace.</li> <li>Identify transferable skills and their importance.</li> <li>Recognize the importance of having digital skills and using professional digital tools and programs.</li> </ul>	<p><b>ML/FCS</b> <u>Career and Community Connections</u> 1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.TL.5 Understand the legal and ethical issues of technology as related to individuals, cultures, and societies.</b></p> <ul style="list-style-type: none"> <li>Identify capabilities of contemporary technology resources.</li> <li>Develop examples of how technology systems and services can assist them in pursuing personal interests.</li> </ul> <p><b>CTE</b></p>	<p><b>Reading for Informational Text</b> RI 1 RI 2 RI 4</p> <p><b>Writing</b> W.4, W.6</p> <p><b>Speaking and Listening</b> SL.1, SL.2, SL.4</p> <p><b>Language</b> L 1 L2 L3 L4 L6</p>

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		<p><u>Career Ready Practices</u></p> <p>CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community</p> <p>CRP.01.01.02.b. Assess personal level of responsibility and examine opportunities for improvement.</p> <p>CRP.09.02.01.a. Identify and summarize personal management skills necessary</p> <p>CRP.11.01.02.b. Select, apply and use new technologies, tools and applications in workplace and community situations to maximize productivity.</p>	
<p><b>My Income and Expenses</b></p> <p>Students explore the importance of earning enough income to pay for expenses, including savings and common deductions. Students learn how to read a paycheck stub and explore the Pay Yourself First strategy. They also practice solving income and expenses-related problems with positive solutions.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize that workers should not expect to keep all the money they earn.</li> <li>Recognize problem solving as a challenge and not an obstacle.</li> <li>Explore career-based solutions for income planning.</li> <li>Reflect on the personal impact of saving money.</li> </ul>	<p><b>Social Studies (Inquiry Anchor Standard)</b> <u>Taking Informed Action</u> SS.6.11. Explain the challenges and opportunities people face when taking action to address problems, including predicting possible results.</p> <p><b>Social Studies (Financial Literacy)</b> <u>Create a Saving and Spending Plan</u> SS.6.25. Demonstrate how to allocate income for spending, saving and giving. SS.8.26. Discuss the components of a personal spending plan, including income, planned saving and expenses.</p> <p><u>Develop Financial and Career Goals</u> SS.7.28. Predict the relationship between financial goals and achievements, academic learning, knowledge and skills to solve problems in the workplace</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Engage in effective problem solving process</li> <li>Transfer learning from one content area to another</li> <li>Engage in effective problem solving process</li> <li>Implement the problem solving process, including identifying potential causes of problem</li> <li>Identify a course of action in writing with sequence of steps involved in order to solve the problem</li> </ul> <p><b>CTE</b> <u>Career Ready Practices</u></p>	<p><b>Reading for Informational Text</b> RI.1,RI.2,RI.4,RI.7</p> <p><b>Writing</b> W.4, W.6</p> <p><b>Speaking and Listening</b> SL 1 SL 3</p> <p><b>Language</b> L 1 L2 L3 L4 L6</p> <p><b>Math Practices 1-7</b></p>

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	and community.  <b>ML/FCS</b> <u>Financial Literacy</u> 2.6.1 Evaluate the need for personal and family financial planning.	CRP.03.02.01.a. Research and examine components in a personal financial management plan (e.g., income, expense, budgeting, savings, credit, etc.).  CRP.03.02.02.c. Design, implement and evaluate a personal financial management plan.  CRP.08.01.01.a. Identify and summarize steps to think critically (e.g., identify problem, gather information, brainstorm solutions, etc.).	
<p><b>Planning for My Future Income</b> Students explore the role work plays in living independently. They gain financial knowledge about the costs of living on their own. They consider the role of career choices and the costs of goods and services.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Express the financial considerations of possibly living independently and the importance of choosing work that can earn enough to pay for expenses. (WCR)</li> <li>Examine the true costs of goods and services. (FL)</li> </ul>	<p><b>Social Studies (Financial Literacy)</b> <u>Develop Financial and Career Goals</u> SS.6.24. Explain how personal financial decisions are influenced by an individual's interpretation of needs and wants.</p> <p><b>Social Studies (Economics)</b> <u>Engage in Economic Decision Making</u> SS.7.18. Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.  SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p>CRP.03.02.01.a. Research and examine components in a personal financial management plan (e.g., income, expense, budgeting, savings, career, etc.).</p> <p><b>ML/FCS</b> <u>Financial Literacy</u> 2.6.1 Evaluate the need for</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4 Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</b></p> <ul style="list-style-type: none"> <li>Assess the task and identify the priority/ necessary actions to be taken</li> <li>Understand the task's relationship to greater goal</li> <li>Prioritize steps in proper order</li> <li>Identify the breadth of knowledge to be successful at a task</li> </ul> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.01.02.01.b. Assess the pros and cons of personal decisions based on their anticipated impact on self and others.  CRP.01.02.01.c. Make and defend personal decisions after analyzing their near- and long term impacts on self</p>	<p><b>Reading for Informational Text</b> RI 4 RI 7</p> <p><b>Writing</b> W.4, W.7 W 8</p> <p><b>Speaking and Listening</b> SL 1 SL.2, SL.4 SL 6</p> <p><b>Language</b> L 1 L2 L3 L4 L6</p>

# JA Economics for Success

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	<p>personal and family financial planning.</p> <p>3.3.1 Explain the effects of the economy on personal income, individual and family security, and consumer decisions.</p>	<p>and others.</p>	
<p><b>Managing My Money</b></p> <p>Students recognize the importance of managing money. They learn how to keep a budget and make decisions about spending.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define a budget and its importance.</li> <li>Express the need to say “no” to some short-term spending to save for more important items in the future and to plan for emergencies.</li> <li>Practice budgeting skills using income that can be earned while still in school.</li> </ul>	<p><b>Social Studies (Financial Literacy)</b> <u>Develop Financial and Career Goals</u></p> <p>SS.6.24. Explain how personal financial decisions are influenced by an individual’s interpretation of needs and wants.</p> <p>SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p><u>Create a Saving and Spending Plan</u></p> <p>SS.6.25. Demonstrate how to allocate income for spending, saving and giving.</p> <p>SS.8.26. Discuss the components of a personal spending plan, including income, planned saving and expenses.</p> <p><u>Evaluate Savings and Long Term Investments</u></p> <p>SS.6.27. Identify the advantages and disadvantages of various savings tools.</p> <p><b>Social Studies (Economics)</b> <u>Engage in Economic Decision Making</u></p> <p>SS.7.18. Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p>SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Understand the importance of self-confidence</li> <li>Find appropriate resources</li> </ul> <p><b>CTE</b> <u>Career Ready Practices</u></p> <p>CRP.03.02.01.a. Research and examine components in a personal financial management plan</p> <p>CRP.03.02.02.a. Examine and categorize personal financial practices (e.g., earning, spending, use of management tools, credit, etc.).</p> <p>CRP.03.02.02.c. Design, implement and evaluate a personal financial management plan.</p>	<p><b>Reading for Informational Text</b></p> <p>RI.1,RI.2,RI.4,RI.7</p> <p><b>Speaking and Listening</b></p> <p>SL 1 SL.2 SL.4 SL 6</p> <p><b>Language</b></p> <p>L 1 L3 L4 L6</p> <p><b>Math Practices</b></p> <p>1-7</p>

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	<p><b>ML/FCS</b> <u>Financial Literacy</u> 2.1.2 Analyze how individuals and families make choices to satisfy needs and wants.</p> <p>2.6.1 Evaluate the need for personal and family financial planning.</p> <p>2.6.2 Apply financial management principles to individual and family financial practices.</p>		
<p><b>Paying for My Wants and Needs</b> Students learn to make better choices related to credit. They learn about different ways of paying for goods and services, and the advantages and drawbacks of each.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Describe ways to pay for everyday goods and services.</li> <li>Identify the differences between debit (paying now) and credit (paying in the future, plus interest).</li> </ul>	<p><b>Social Studies (Financial Literacy)</b> <u>Develop Financial and Career Goals</u> SS.6.24. Explain how personal financial decisions are influenced by an individual's interpretation of needs and wants.</p> <p><u>Analyze Credit and Debt Levels</u> SS.6.26. Explain how debit cards differ from credit cards, gift cards, and savings accounts.</p> <p><b>Social Studies (Economics)</b> <u>Engage in Economic Decision Making</u> SS.7.18. Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p>SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p><b>ML/FCS</b> <u>Financial Literacy</u> 2.1.2 Analyze how individuals and families make choices to satisfy needs and wants.</p> <p>2.6.1 Evaluate the need for personal and family financial planning.</p> <p>2.6.2 Apply financial</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Assess the task and identify the priority/necessary actions to be taken</li> <li>Understand the task's relationship to greater goal</li> <li>Find appropriate resources</li> </ul> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.03.02.01.a. Research and examine components in a personal financial management plan (e.g., income, expense, budgeting, savings, credit, etc.).</p> <p>CRP.03.02.02.a. Examine and categorize personal financial practices (e.g., earning, spending, use of management tools, credit, etc.).</p>	<p><b>Reading for Informational Text</b> RI 1 RI 2 RI 4 RI 7</p> <p><b>Speaking and Listening</b> SL 1 SL.2, SL.4S</p> <p><b>Language</b> L 1 L3 L4 L6</p> <p><b>Math Practices</b> 1-7</p>



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	management principles to individual and family financial practices.		
<p><b>My Credit and Spending</b></p> <p>Students prepare to use credit. They learn about healthy spending habits and the importance of building a good credit score.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>• Explain who looks at your credit report and why.</li> <li>• Describe how financial decisions can improve a credit report.</li> <li>• Identify spending habits that are financially responsible.</li> </ul>	<p><b>Social Studies (Financial Literacy)</b> <i>Analyze Credit and Debt Levels</i> SS.6.26. Explain how debit cards differ from credit cards, gift cards, and savings accounts.</p> <p>SS.7.30. Explain an individual's rights and responsibilities as a consumer.</p> <p>SS.8.27. Calculate the cost of borrowing money for different types of goods.</p> <p><b>Social Studies (Economics)</b> <i>Engage in Economic Decision Making</i> SS.7.18. Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p>SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>• Assess the task and identify the priority/necessary actions to be taken</li> <li>• Understand the task's relationship to greater goal</li> <li>• Find appropriate resources</li> </ul> <p><b>CTE</b> <i>Career Ready Practices</i> CRP.03.02.01.a. Research and examine components in a personal financial management plan (e.g., income, expense, budgeting, savings, credit, etc.).</p> <p>CRP.03.02.02.a. Examine and categorize personal financial practices (e.g., earning, spending, use of management tools, credit, etc.).</p>	<p><b>Reading for Informational Text</b></p> <p>RI 1 RI 2 RI 4 RI 7</p> <p><b>Writing</b></p> <p>W.4, W.6</p> <p><b>Speaking and Listening</b></p> <p>SL 1 SL.2 SL.4 SL 6</p> <p><b>Language</b></p> <p>L 1 L2 L3 L4 L6</p> <p><b>Math Practices</b></p> <p>1-7</p>

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Session Descriptions	Social Studies Standards ML (Middle Level) FCS Standards	Iowa Core 21 <sup>st</sup> Century Skills: Employability and CTE Career Ready Practices	Common Core ELA
<p><b>My Ride on the Financial Roller Coaster</b></p> <p>Students understand risk and methods for handling it. They make decisions about scenarios involving risk.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Describe examples of how to use personal responsibility to address risk.</li> <li>Recognize that insurance is a way to transfer the risk of loss.</li> <li>Identify the opportunity cost in different spending decisions.</li> </ul>	<p><b>Social Studies (Financial Literacy)</b> <i>Measure Risk Management Tools</i> SS.6.28. Describe how to protect one’s identity from common threats.</p> <p>SS.8.29. Identify ways insurance may minimize personal financial risk.</p> <p><b>Social Studies (Economics)</b> <i>Taking Informed Action</i> SS.6.11. Explain the challenges and opportunities people face when taking action to address problems, including predicting possible results.</p> <p><i>Engage in Economic Decision Making</i> SS.7.18. Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p>SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Assess the task and identify the priority/ necessary actions to be taken</li> <li>Understand the task’s relationship to greater goal</li> <li>Find appropriate resources</li> </ul>	<p><b>Reading for Informational Text</b> RI 1 RI 2 RI 4 RI 7</p> <p><b>Writing</b> W.4, W.6</p> <p><b>Speaking and Listening</b> SL 1 SL.2 SL.4 SL 6</p> <p><b>Language</b> L 1 L2 L3 L4 L6</p> <p><b>Math Practices</b> 1-7</p>

# JA Global Marketplace

Session Details	Social Studies Standards ML (Middle Level) FCS Standards CTE Standards	Common Core Standards
<p><b>Session One: Business and Customer</b></p> <p>Students learn about the relationship between businesses, their customers, and the mutually beneficial exchange of products and services.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify what a business gains from an exchange with a customer</li> <li>▪ Identify what a customer gains from an exchange with a business</li> <li>▪ Define ethics and ethical dilemma (Deeper Look)</li> <li>▪ Identify the stakeholders of a business.</li> <li>▪ Evaluate whether the actions of a business, which had positive or negative implications to stakeholders, were ethical (Deeper Look)</li> </ul>	<p><b>Social Studies (Economics)</b> <i>Engage in Economic Decision Making</i></p> <p>SS.7.18, SS.8.15. Explain and evaluate how economic decisions affect the well-being of individuals, businesses, and society.</p> <p><b>ML/FCS</b> <i>Social and Emotional Learning</i></p> <p>13.1.1 Analyze processes for building and maintaining interpersonal relationships.</p>	<p><b>Grade 6</b> RI.6.4 RI.6.7 W.6.4 SL.6.1-2 L.6.1-6</p> <p><b>Grade 7</b> RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p><b>Grade 8</b> RI.8.4 W.4 SL.8.1-2 L.8.1-6</p>
<p><b>Session Two: Business and Culture</b></p> <p>Students learn that businesses must understand cultural differences to meet customers’ needs and make a profit in different countries.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify business-related, cultural differences throughout the world</li> <li>▪ Explain the need for international businesses to consider their customers’ cultural differences to provide for the customer and make a profit</li> <li>▪ Identify cultural differences throughout the world that affect social interaction and communication</li> </ul>	<p><b>Social Studies (Economics)</b> <i>Engage in Economic Decision Making</i></p> <p>SS.7.18 Explain and evaluate how economic decisions affect the well-being of individuals, businesses, and society.</p> <p>SS.8.15. Evaluate how economic decisions affect the well-being of individuals, businesses, and society.</p> <p><b>ML/FCS</b> <i>Career and Community Connections</i></p> <p>1.2.3 Apply communication skills in school, community and workplace settings and with diverse populations</p> <p><i>Social and Emotional Learning</i></p> <p>13.3.2 Demonstrate verbal and nonverbal behaviors and attitudes that contribute to effective communication.</p>	<p><b>Grade 6</b> RI.6.1 RI.6.4 RI.6.7 W.6.4,7 SL.6.1-2 SL.6.4 L.6.1-6</p> <p><b>Grade 7</b> RI.7.1 RI.7.4 W.7.4,7 SL.7.1-2 SL.7.4 L.7.1-6</p> <p><b>Grade 8</b> RI.8.1 RI.8.4 W.8.4,7 SL.8.1-2 SL.8.4 L.8.1-6</p>

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Session Details	Social Studies Standards ML (Middle Level) FCS Standards CTE Standards	Common Core Standards
<p><b>Session Three: Global Trade</b></p> <p>Students learn that businesses trade to obtain products and services that customers want or need. Students will learn about imports and exports, examine the ways technology has improved international trade and participate in a global trade game.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify reasons why countries trade</li> <li>▪ Demonstrate that countries benefit more from trade than from trying to meet all their own needs</li> <li>▪ Apply key terms related to trade.</li> <li>▪ Describe how improvements in technology can influence international trade</li> </ul>	<p><b>Social Studies (Economics)</b></p> <p><u>Analyze Civic and Political Institutions</u> SS.6.15. Distinguish how varying economic systems impact a nation and its citizens.</p> <p><u>Engage in Economic Decision Making</u> SS.7.18. Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p>SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p><u>Access the Global Economy</u> SS.7.20. Investigate the impact of trade policies and barriers on a nation and its citizens.</p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u> CRP.11.01.01.a. Identify and summarize new technologies, tools and applications to use in workplace and community situations.</p> <p>CRP.11.01.02.a. Examine and categorize opportunities in workplace and community settings to use new technologies, tools and applications to maximize productivity and efficiency.</p> <p><b>ML/FCS</b></p> <p><u>Social and Emotional Learning</u> 13.3.6 Analyze the effects of technology on communications in family, work, and community settings.</p>	<p><b>Grade 6</b> RI.6.4 W.6.4 SL.6.1-2 SL.4 L.6.1-6</p> <p><b>Grade 7</b> RI.7.4 W.7.4 SL.7.1-2 SL.7.4 L.7.1-6</p> <p><b>Grade 8</b> RI.8.4 W.8.4 SL.8.1-2 SL.8.4 L.8.1-4 L.8.6</p>

# JA Global Marketplace

Session Details	Social Studies Standards ML (Middle Level) FCS Standards CTE Standards	Common Core Standards
<p><b>Session Four: Why Countries Specialize</b></p> <p>Students learn that businesses in different countries specialize by focusing their efforts on specific resources or producing smaller parts of a product.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Define specialization</li> <li>▪ Analyze examples of international trade to explain why modern countries cannot provide for all their wants and needs</li> <li>▪ Show how events and decisions in one country have a causal relationship with, and produce an effect on, customers in another country</li> </ul>	<p><b>Social Studies (Economics)</b></p> <p><u>Analyze Civic and Political Institutions</u> SS.6.15. Distinguish how varying economic systems impact a nation and its citizens.</p> <p><u>Engage in Economic Decision Making</u> SS.7.18. Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p>SS.8.15. Evaluate how economic decisions affect the well-being of individuals, businesses, and society.</p> <p><u>Access the Global Economy</u> SS.7.20. Investigate the impact of trade policies and barriers on a nation and its citizens.</p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u> CRP.05.01.02.a. Examine and explain the relationship between information, resources and good decision making in workplace and community situations.</p>	<p><b>ELA</b></p> <p><b>Grade 6</b> RI.6.1,4,7 SL.6.1-2 L.6.1,3,4,6</p> <p><b>Grade 7</b> RI.7.1,4 SL.7.1-2 L.7.1,3,4,6</p> <p><b>Grade 8</b> RI.8.1,4 SL.8.1-2 L.8.1,3,4,6</p> <p><b>MATH</b> 6.NSA.3 6.RP.3</p> <p>7.RP.2 7.NS.3</p> <p><b>Mathematical Practices</b> 1-2 4-7</p>
<p><b>Session Five: Trade Barriers</b></p> <p>Students explore the types of restrictions that governments place on international trade. They learn about tariffs, quotas, subsidies, and standards and how these barriers affect governments, businesses, and customers.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify examples of trade barriers</li> <li>▪ Analyze the consequences of trade barriers on businesses, employees, and customers</li> <li>▪ Explain why balance of trade matters to businesses, customers, and employees</li> </ul>	<p><b>Social Studies (Civics/Government)</b></p> <p><u>Analyze Civic and Political Institutions</u> SS.7.16. Examine the origins, purposes, and impact of laws, treaties, and international agreements.</p> <p><b>Economics</b></p> <p><u>Access the Global Economy</u> SS.7.20. Investigate the impact of trade policies and barriers on a nation and its citizens.</p>	<p><b>ELA</b></p> <p><b>Grade 6</b> RI.6.4 W.6.4 SL.6.1-2 L.6.1-6</p> <p><b>Grade 7</b> RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p><b>Grade 8</b> RI.8.4 W.8.4 SL.8.1-2 L.8.1-6</p>

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Session Details	Social Studies Standards ML (Middle Level) FCS Standards CTE Standards	Common Core Standards
<p><b>Session Six: Currency</b></p> <p>Students explore the concept of international currencies. They learn about variable exchange rates, currency converters, and how to compare the prices of products from around the world.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define currency and exchange rate</li> <li>Recognize that different countries have different forms of currency</li> <li>Recognize that each currency has a different value, which is determined through a variable exchange rate</li> </ul>	<p>N/A</p>	<p><b>ELA</b></p> <p><b>Grade 6</b> RI.6.4,7 SL.6.1-2 L.6.1 L.6.3-6</p> <p><b>Grade 7</b> RI.7.4 SL.7.1-2 L.7.1 L.7.3-6</p> <p><b>Grade 8</b> RI.8.4 SL.8.1-2 L.8.1 L.8.3-6</p>
<p><b>Session Seven: Global Workforce</b></p> <p>Students take on the role of international business owners reviewing the skills and experience of potential employees.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Describe how businesses can use modern technology and communication tools to locate highly qualified employees at the most advantageous wages</li> <li>Express specific steps that would need to be taken to obtain work in another country</li> <li>Recognize the value of a second language for future job opportunities</li> </ul>	<p><b>CTE</b></p> <p><u>Career Ready Practices</u></p> <p>CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community (e.g., make educated choices, listen and follow directions, ask for help when needed, meet expected standards, etc.).</p> <p>CRP.07.02.02.a. Categorize potential technologies, practices and ideas that could be adopted by workplaces and community organizations.</p> <p>CRP.11.01.01.a. Identify and summarize new technologies, tools and applications to use in workplace and community situations.</p> <p>CRP.11.01.02.a. Examine and categorize opportunities in workplace and community settings to use new technologies, tools and applications to maximize productivity and efficiency.</p> <p><b>ML/FCS</b></p> <p><u>Social and Emotional Learning</u></p> <p>13.3.6 Analyze the effects of technology on communications in family, work, and community settings.</p>	<p><b>ELA</b></p> <p><b>Grade 6</b> RI.6.1 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4 L.6.1-6</p> <p><b>Grade 7</b> RI.7.1 RI.7.4 W.7.4 SL.7.1-2 L.7.1-6</p> <p><b>Grade 8</b> RI.8.1,4 W.8.4 SL.8.1-2 L.8.1-6</p>

# JA It's My Business!

Session Details	Academic Standards CTE Standards ML (Middle Level) FCS Standards	Iowa Core 21 <sup>st</sup> Century Skills: Employability	Common Core ELA
<p><b>Session One: Entrepreneurs</b></p> <p>Students learn about the relationship between entrepreneurs, their businesses, and the products and services they offer, and then take an entrepreneurial characteristics inventory to assess their own entrepreneurial skills and interests.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define entrepreneurship and social entrepreneurship</li> <li>Describe the relationship between a business and its products and service</li> <li>Identify entrepreneurial characteristics and recognize them, in varying degrees, in themselves</li> </ul>	<p><b>Social Studies (Economics)</b> <u>Critique Exchange and Markets</u> SS.8.16. Analyze the role of innovation and entrepreneurship in institutions throughout early American history in a market economy.</p> <p><b>ML/FCS</b> <u>Career and Community Connections</u> 1.2.6 Demonstrate leadership skills and abilities in school, workplace and community settings.</p> <p><u>Financial Literacy</u> 3.1.2 Analyze opportunities for employment and entrepreneurial endeavors.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b> <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Understand the importance of self-confidence</li> </ul> <p><b>21.6-8.ES.3</b> <i>Demonstrate leadership, integrity, ethical behavior, and social responsibility in all environments</i></p> <ul style="list-style-type: none"> <li>Understand roles and responsibilities needed to accomplish goals</li> </ul>	<p><b>Grade 6</b> RI.6.4,7 SL.6.1-2 L.6.1-6</p> <p><b>Grade 7</b> RI.7.4,7 SL.7.1-2 L.7.1-6</p> <p><b>Grade 8</b> RI.8.4 SL.8.1-2 L.8.1-5</p>
<p><b>Session Two: Market and Need</b></p> <p>Students are introduced to young entrepreneurs who have successfully met an identified market need, and then created a new product to meet the need. Students work in groups to brainstorm current needs within different product categories.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define market and need</li> <li>Explain the importance of identifying market and need when developing new product or service ideas</li> </ul>	<p><b>Social Studies (Economics)</b> <u>Engage in Economic Decision Making</u> SS.7.19. Explain how external benefits, costs, supply and demand, and competition influence market prices, wages, and outcomes.</p> <p>SS.8.15. Evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.06.01.01.a. Identify and summarize steps for generating ideas used in the workplace and community.</p> <p>CRP.12.01.01.b. Formulate action plans to complete team-oriented projects in the workplace and community, including plans for personal contributions.</p> <p><b>ML/FCS</b> <u>Career and Community Connections</u> 1.2.4 Demonstrate teamwork skills in school, community and workplace settings and with diverse populations.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b> <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Understand the importance of self-confidence</li> <li>Find appropriate resources</li> </ul>	<p><b>Grade 6</b> RI.6.1,4,7 SL.6.1-2 SL.6.4 L.6.1-6</p> <p><b>Grade 7</b> RI.7.1,4,7 SL.7.1-2 SL.7.4 L.7.1-6</p> <p><b>Grade 8</b> RI.8.1,4 SL.8.1-2 SL.8.4 L.8.1-5</p>

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Session Details	Academic Standards CTE Standards ML (Middle Level) FCS Standards	Iowa Core 21 <sup>st</sup> Century Skills: Employability	Common Core ELA
	<p><u>Financial Literacy</u> 3.1.2 Analyze opportunities for employment and entrepreneurial endeavors.</p>		
<p><b>Session Three: Innovative Ideas</b></p> <p>Students learn about innovative idea generation and examine cutting-edge products. Working in groups, students brainstorm their own product ideas and use graphic organizers to capture them.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Explain innovation and recognize it as a necessary entrepreneurial skill when starting a business</li> <li>▪ Participate in creative idea generation, from brainstorming to defending and selecting an idea</li> </ul>	<p><b>Social Studies (Economics)</b> <u>Critique Exchange and Markets</u></p> <p>SS.8.16. Analyze the role of innovation and entrepreneurship in institutions throughout early American history in a market economy.</p> <p><b>CTE</b> <u>Career Ready Practices</u></p> <p>CRP.04.01.02.b. Apply strategies for speaking with clarity, logic, purpose and professionalism in a variety of situations in formal and informal settings</p> <p>CRP.06.01.01.a. Identify and summarize steps for generating ideas used in the workplace and community.</p> <p>CRP.12.01.02.a. Identify and summarize techniques to build consensus in a team situation.</p> <p>CRP.12.01.01.b. Formulate action plans to complete team-oriented projects in the workplace and community, including plans for personal contributions.</p> <p>CRP.12.01.02.b. Apply consensus building techniques to accomplish results in team-oriented situations</p> <p><b>ML/FCS</b> <u>Career and Community Connections</u> 1.2.4 Demonstrate teamwork skills in school, community and workplace settings and with diverse populations.</p> <p><u>Financial Literacy</u></p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b> <b>21.6-8.ES.1</b> <i>Communicate and work productively with others, considering different perspectives, and cultural views to increase the quality of work.</i></p> <ul style="list-style-type: none"> <li>• Work appropriately and productively with others</li> <li>• Set and evaluate goals</li> <li>• Effectively communicate with group</li> </ul> <p><b>21.6-8.TL.1</b> <i>Demonstrate creative thinking in the design and development of innovative technology products and problem solving.</i></p> <ul style="list-style-type: none"> <li>• Design, develop, create, and/or test digital technology products.</li> </ul> <p><b>21.6-8.TL.2</b> <i>Collaborate with peers, experts, and others using interactive technology.</i></p> <ul style="list-style-type: none"> <li>• Interact and collaborate with peers, experts, and others using technology.</li> <li>• Contribute to a content knowledge base by creating, producing, and sharing information, models, and other creative works.</li> <li>• Understand brainstorming as a free exchange of ideas</li> </ul>	<p><b>Grade 6</b> RI.6.1 RI.6.4 RI.6.7 SL.6.1-2 SL.4-5 L.6.1-6</p> <p><b>Grade 7</b> RI.7.1 RI.7.4 RI.7.7 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p><b>Grade 8</b> RI.8.1 RI.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>



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Session Details	Academic Standards CTE Standards ML (Middle Level) FCS Standards	Iowa Core 21 <sup>st</sup> Century Skills: Employability	Common Core ELA
	3.1.2 Analyze opportunities for employment and entrepreneurial endeavors.		
<p><b>Session Four: Testing the Market</b></p> <p>Students learn about the importance of obtaining market feedback about new product ideas. They will examine various survey question types and determine whether communication yield useful product feedback, and then practice developing survey questions in groups.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Discuss the importance of market research in the product development process</li> <li>Describe multiple types of survey questions</li> </ul>	<p><b>Social Studies (Inquiry Anchor Standard)</b></p> <p><u>Constructing Compelling Questions</u> SS.7.1, SS.8.1. Compare disciplinary concepts and ideas associated with a compelling question.</p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u> CRP.07.01.02.a. Identify the data requirements for potential decisions in the workplace and community and determine possible research strategies to use to generate the necessary data.</p> <p>CRP.12.01.02.b. Apply consensus building techniques to accomplish results in team-oriented situations.</p> <p><b>ML/FCS</b></p> <p><u>Career and Community Connections</u> 1.2.4 Demonstrate teamwork skills in school, community and workplace settings and with diverse populations.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b> <b>21.6-8.TL.3</b> Plan strategies utilizing digital tools to gather, evaluate, and use information.</p> <ul style="list-style-type: none"> <li>Evaluate resources in terms of their usefulness and validity for research.</li> </ul>	<p><b>Grade 6</b> RI.6.1 RI.6.4 RI.6.7 W.6.4 SL.6.1-2 L.6.1-6</p> <p><b>Grade 7</b> RI.7.1 RI.7.4 RI.7.7 W.7.4 SL.7.1-2 L.7.1-6</p> <p><b>Grade 8</b> RI.8.4 W.8.4 SL.8.1-2 L.8.1-5</p>

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Session Details	Academic Standards CTE Standards ML (Middle Level) FCS Standards	Iowa Core 21 <sup>st</sup> Century Skills: Employability	Common Core ELA
<p><b>Session Five: Design and Prototype</b></p> <p>Students learn about product design and the prototype process. Each student will create a product sketch to show the features and explain the purpose of his or her product.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Represent a product idea and its features by using rough sketches and drawings</li> <li>Recognize sketches as an important first step in the prototype process</li> </ul>	<p>CTE <u>Career Ready Practices</u> CRP.06.01.01.a. Identify and summarize steps for generating ideas used in the workplace and community.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b> <b>21.6-8.TL.1</b> <i>Demonstrate creative thinking in the design and development of innovative technology products and problem solving.</i></p> <ul style="list-style-type: none"> <li>Design, develop, create, and/or test digital technology products.</li> </ul>	<p><b>Grade 6</b> RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p><b>Grade 7</b> RI.7.4 RI.7.7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p><b>Grade 8</b> RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>
<p><b>Session Six: Seek Funding</b></p> <p>Students learn how to plan and deliver a pitch presentation with the intent of attracting potential investors. In a mock competition, groups will pitch their product idea to guest judge(s) who will award teams with ceremonial startup funds.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Describe the elements that make a strong pitch presentation</li> <li>Work together to create and deliver a product pitch for potential funding</li> </ul>	<p>CTE <u>Career Ready Practices</u> CRP.04.01.01.a. Identify and categorize strategies for ensuring clarity, logic, purpose and professionalism in verbal and non-verbal communication (e.g., vocal tone, organization of thoughts, eye contact, preparation, etc.).</p> <p>CRP.04.01.02.a. Examine and assess personal ability to speak with clarity, logic, purpose and professionalism in formal and informal settings (e.g., speeches, interviews, presentations, oral reports, etc.).</p> <p>CRP.04.02.02.b. Apply techniques for ensuring clarity, logic and coherence to edit written and visual communications (e.g., emails, reports, presentations, technical documents, diagrams, etc.).</p> <p>CRP.09.03.02.c. Model respectful and purposeful behaviors that contribute to positive morale and culture in the workplace and community (e.g., effectively communicating, recognizing accomplishments of others, etc.).</p>	<p>NA</p>	<p><b>Grade 6</b> RI.6.4 RI.6.7 W.6.4 SL.6.1-2 SL.6.4-5 L.6.1-4</p> <p><b>Grade 7</b> RI.7.4 RI.7.7 W.7.4 SL.7.1-2 SL.7.4-5 L.7.1-4</p> <p><b>Grade 8</b> RI.8.4 W.8.4 SL.8.1-2 SL.8.4-5 L.8.1-5</p>

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Session Details	<b>Academic Standards</b> <b>CTE Standards</b> <b>ML (Middle Level) FCS Standards</b>	<b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b>	<b>Common Core ELA</b>
	<p><b>ML/FCS</b></p> <p><u>Career and Community Connections</u>            1.2.4 Demonstrate teamwork skills in school, community and workplace settings and with diverse populations.</p> <p><u>Social and Emotional Learning</u>            13.3.2 Demonstrate verbal and nonverbal behaviors and attitudes that contribute to effective communication.</p>		

# JA It's My Future

Session Details	<b>Academic and Career Readiness Standards</b> <b>CTE Standards</b> <b>ML (Middle Level) FCS Standards</b>	<b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b>	<b>Common Core ELA</b>
<p><b>Session One: My Brand</b></p> <p>Students learn that they have their own personal brand and that the brand they build today will reflect on them in the future. They examine well-known logos to learn how individuals and companies create their brands and build their reputations. They assess their personal characteristics to define their own brands and then develop logos to represent themselves.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Describe the elements of a brand</li> <li>Recognize the ability of personal branding to build a positive reputation, for their personal life as well as for their future career</li> <li>Design a logo that expresses their personal brand</li> </ul>	<p><b>CTE</b> <i>Career Ready Practices</i></p> <p>CRP.01.01.01.b. Analyze and predict how personal responsibility impacts the workplace and community.</p> <p>CRP.01.02.02.a. Classify professional decisions by their near- and long-term impact on employers and community (e.g., decisions involving: financials, business goals, processes, customer satisfaction, corporate image, etc.).</p> <p>CRP.01.02.01.b. Assess the pros and cons of personal decisions based on their anticipated impact on self and others.</p> <p>CRP.01.02.02.b. Analyze the pros and cons of professional decisions based upon impact on employers and community.</p> <p>CRP.01.02.01.c. Make and defend personal decisions after analyzing their near- and long term impacts on self and others.</p> <p>CRP.01.02.02.c. Make and defend professional decisions after evaluating their near- and long-term impacts on employers and community.</p> <p><b>ML/FCS</b> <i>Social and Emotional Learning</i></p> <p>13.2.3 Analyze the effects of self-esteem and self-image on relationships.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.5 Demonstrate productivity and accountability while aspiring to meet high expectations</b></p> <ul style="list-style-type: none"> <li>Demonstrate accountability for individual performance</li> </ul>	<p><b>Grade 6</b> RI.6.4 RI.6.7 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p><b>Grade 7</b> RI.7.4 SL.7.1-2 SL.7.4-5 L.7.1-6</p> <p><b>Grade 8</b> RI.8.4 SL.8.1-2 SL.8.4-5 L.8.1-6</p>
<p><b>Session Two: Career Paths and Clusters</b></p> <p>Students are introduced to the 16 career clusters and the pathways through them. They take a career interest survey and learn about potential jobs within their preferred clusters. They then share job information with other members of the class and discuss the importance of all jobs within a community.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define career clusters.</li> <li>Identify jobs in specific career clusters to explore further</li> </ul>	<p><b>Social Studies (Financial Literacy)</b> <i>Develop Financial and Career Goals</i></p> <p>SS.6.24. Explain how personal financial decisions are influenced by an individual's interpretation of needs and wants.</p> <p><b>CTE</b> <i>Career Ready Practices</i></p> <p>CRP.10.01.02.a. Examine career clusters and identify potential career opportunities based on personal interests, talents, goals and preferences.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: 21.6-8.ES.4 Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</b></p>	<p><b>Grade 6</b> RI.6.1,4,7 SL.6.1-2 SL.6.4-5 L.6.1-6</p> <p><b>Grade 7</b> RI.7.1,4 SL.7.1-2 SL.7.4 L.7.1-6</p> <p><b>Grade 8</b> RI.8.1 RI.8.4 SL.8.1-2 SL.8.4</p>

# JA It's My Future

Session Details	<b>Academic and Career Readiness Standards</b> <b>CTE Standards</b> <b>ML (Middle Level) FCS Standards</b>	<b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b>	<b>Common Core ELA</b>
<ul style="list-style-type: none"> <li>Recognize the interconnectivity and value of all types of jobs</li> </ul>	<p><b>ML/FCS</b>  <u>Career and Community Connections</u>            1.1.6 Develop a life plan, including pathways to acquiring the knowledge and skills needed to achieve individual, family, and career goals.</p> <p>1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.</p> <p>3.1.3 Summarize education and training requirements and opportunities for career paths in consumer services.</p> <p><u>Family and Human Services</u>            7.1.3 Summarize education and training requirements and opportunities for career paths in family and human services.</p>		L.8.1-6
<p><b>Session Three: High-Growth Careers</b></p> <p>Students learn about the importance of being aware of which fields are growing and which are declining when making decisions about their own careers. They play a game that introduces information about high-growth job fields.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify specific careers that are forecast to have high- growth rates</li> <li>Consider a variety of factors when selecting a career</li> </ul>	<p><b>Social Studies (Financial Literacy)</b>  <u>Develop Financial and Career Goals</u>            SS.6.24. Explain how personal financial decisions are influenced by an individual's interpretation of needs and wants.</p> <p>SS.7.28. Predict the relationship between financial goals and achievements.</p> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.01.02.02.b. Analyze the pros and cons of professional decisions based upon impact on employers and community.</p> <p>CRP.01.02.02.c. Make and defend professional decisions after evaluating their near- and long-term impacts on employers and community.</p> <p>CRP.10.01.01.a. Determine personal interests, talents, goals and preferences for potential careers.</p> <p><b>ML/FCS</b>  <u>Career and Community Connections</u>            1.1.6 Develop a life plan, including pathways to acquiring the knowledge and skills needed to achieve individual, family, and</p>	NA	<p><b>Grade 6</b>            RI.6.1,4,7            SL.6.1-2            L.6.1-6</p> <p><b>Grade 7</b>            RI.7.1,4            SL.7.1-2            L.7.1-6</p> <p><b>Grade 8</b>            RI.8.1,4            SL.8.1-2            L.8.1,3,4</p>

# JA It's My Future

Session Details	<b>Academic and Career Readiness Standards</b> <b>CTE Standards</b> <b>ML (Middle Level) FCS Standards</b>	<b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b>	<b>Common Core ELA</b>
	career goals.  3.1.3 Summarize education and training requirements and opportunities for career paths in consumer services.  <u>Family and Human Services</u> 7.1.3 Summarize education and training requirements and opportunities for career paths in family and human services.		
<p><b>Session Four: Career Mapping</b></p> <p>Students learn how early experiences can build transferable skills that contribute to future job success. Students look at the lives of celebrities and their paths to success, focusing on early experiences. They learn about career maps by examining a sample and then creating their own.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify jobs in specific career clusters that they would like to explore further</li> <li>Plan significant milestones they need to reach to earn a particular job</li> </ul>	<p><b>Social Studies (Financial Literacy)</b>  <u>Develop Financial and Career Goals</u>            SS.7.28. Predict the relationship between financial goals and achievements.</p> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.01.01.01.b. Analyze and predict how personal responsibility impacts the workplace and community.             CRP.01.01.01.c. Evaluate past workplace and community situations and determine how personal responsibility positively or negatively impacted outcomes.             CRP.01.02.01.b. Assess the pros and cons of personal decisions based on their anticipated impact on self and others.             CRP.01.02.01.c. Make and defend personal decisions after analyzing their near- and long term impacts on self and others.             CRP.10.01.02.a. Examine career clusters and identify potential career opportunities based on personal interests, talents, goals and preferences.             CRP.10.02.02.b. Create goals for personal improvement and continuous growth in a career area.             CRP.10.02.01.c. Devise and implement plans to complete the requirements for career advancement.</p> <p><b>ML/FCS</b>  <u>Career and Community Connections</u>            1.1.6 Develop a life plan, including pathways</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b>  <b>1.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Identify incremental steps for acquiring goals</li> <li>Set short-term and long-term goals Create a written plan toward accomplishing goals</li> <li>Choose to engage in activities to improve skills that are relative to goals</li> </ul>	<p><b>Grade 6</b>            RI.6.4            RI.6.7            W.6.4            SL.6.1-2            SL.6.4-5            L.6.1-6</p> <p><b>Grade 7</b>            RI.7.4            W.7.4            SL.7.1-2            SL.7.4-5            L.7.1-6</p> <p><b>Grade 8</b>            RI.8.4            W.8.4            SL.8.1-2            SL.4-5            L.8.1-6</p>

# JA It's My Future

Session Details	<b>Academic and Career Readiness Standards</b> <b>CTE Standards</b> <b>ML (Middle Level) FCS Standards</b>	<b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b>	<b>Common Core ELA</b>
	<p>to acquiring the knowledge and skills needed to achieve individual, family, and career goals.</p> <p>1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.</p> <p>3.1.3 Summarize education and training requirements and opportunities for career paths in consumer services.</p> <p><i>Family and Human Services</i></p> <p>7.1.3 Summarize education and training requirements and opportunities for career paths in family and human services.</p>		
<p><b>Session Five: On the Hunt</b></p> <p>Students are introduced to the basics of looking for and applying and interviewing for a job. They play a game in which they must identify two truths and a myth about the job search process. They also learn the fundamentals of creating a resume and engage in simulation in which they identify appropriate skills for various jobs and decide upon the right section of a resume to highlight those skills.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize basic job-hunting techniques, including looking for a job, applying, interviewing, and listing references</li> <li>Recognize the importance of personal presentation and making a good impression, on paper and in person.</li> <li>Recognize the basic construction of a resume and skills that should be highlighted on a resume.</li> </ul>	<p><b>CTE</b></p> <p><i>Career Ready Practices</i></p> <p>CRP.10.04.01.a. Identify and explain the purpose of fundamental tools used to pursue a career path (e.g., resume, cover letter, portfolio, etc.) as well as the common components of each (e.g., content in cover letter, categories in resume, etc.).</p> <p>CRP.10.04.01.b. Organize personal information (e.g., goals, experiences, education, achievements, work examples, etc.) to prepare and continuously update a set of tools to aid in the pursuit of a career path.</p> <p><b>ML/FCS</b></p> <p><i>Career and Community Connections</i></p> <p>1.2.2 Demonstrate job seeking and job keeping skills.</p> <p>1.2.3 Apply communication skills in school, community and workplace settings and with diverse populations.</p> <p><i>Social and Emotional Learning</i></p> <p>13.3.2 Demonstrate verbal and nonverbal behaviors and attitudes that contribute to effective communication.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b></p> <p>Use appropriate principles of communication effectively</p> <ul style="list-style-type: none"> <li>Use appropriate channels of communication</li> </ul> <p>Demonstrate appropriate risk-taking</p> <ul style="list-style-type: none"> <li>Identify and suggest alternative ways to achieve goals</li> <li>Asks 'What if?'</li> </ul> <p>Set and achieve high standards and goals</p> <ul style="list-style-type: none"> <li>Identify incremental steps for acquiring goals</li> <li>Set short-term and long-term goals</li> <li>Create a written plan toward accomplishing goals</li> <li>Choose to engage in activities to improve skills that are relative to goals</li> </ul>	<p><b>Grade 6</b></p> <p>RI.6.1 RI.6.4 RI.6.7 SL.6.1-2 SL.4 L.6.1-6</p> <p><b>Grade 7</b></p> <p>RI.7.1 RI.7.4 SL.7.1-2 SL.7.4 L.7.1-4</p> <p><b>Grade 8</b></p> <p>RI.8.1 RI.8.4 SL.8.1-2 SL.8.4 L.8.1-4</p>

# JA It's My Future

Session Details	<b>Academic and Career Readiness Standards</b> <b>CTE Standards</b> <b>ML (Middle Level) FCS Standards</b>	<b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b>	<b>Common Core ELA</b>
<p><b>Session Six: Soft Skills</b></p> <p>Students learn about the differences between technical and soft skills and why both are essential for keeping a job. Students will also complete a soft skills self-evaluation to determine which skills they already have and which they can work toward. Finally, they will role-play situations that require strong soft skills.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define and differentiate between technical skills and soft skills</li> <li>Identify specific soft skills they already possess and those they need to improve</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills (Technology Literacy)</b>  <b>21.6-8.TL.</b> <i>Understand the underlying structure and application of technology systems.</i></p> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community (e.g., make educated choices, listen and follow directions, ask for help when needed, meet expected standards, etc.).            CRP.01.01.02.b. Assess personal level of responsibility and examine opportunities for improvement.            CRP.09.02.01.a. Identify and summarize personal management skills necessary to function effectively in the workplace (e.g., time management, planning, prioritizing, etc.).            CRP.09.02.02.b. Conduct a self-assessment of personal management skills used in daily workplace or community situations.</p> <p><b>ML/FCS</b>  <u>Career and Community Connections</u>            1.2.2 Demonstrate job seeking and job keeping skills.            1.2.8 Demonstrate employability skills, work ethics, and professionalism.</p> <p><u>Financial Literacy</u>            2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals.</p> <p><u>Social and Emotional Learning</u>            13.1.1 Analyze processes for building and maintaining interpersonal relationships.</p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b>  <b>21.6-8.ES.2</b> <i>Adapt and adjust to various roles and responsibilities in an environment of change</i></p> <ul style="list-style-type: none"> <li>Demonstrate openness and respond constructively to change</li> </ul> <p><b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Assess mastery of skills</li> </ul>	<p><b>Grade 6</b>            RI.6.4,7            SL.6.1-2            SL.6.4-5            L.6.1-6</p> <p><b>Grade 7</b>            RI.7.4            SL.7.1-2            SL.7.4-5            L.7.1-6</p> <p><b>Grade 8</b>            RI.8.4            SL.8.1-2            SL.8.4-5            L.8.1-6</p>



# JA Inspire Entry

Session Descriptions	Instructional Standards and CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Session One: Career Interests and Your Path</b></p> <p>Students understand the importance of career planning and complete a Career Interest Inventory to assess their own values, skills, and interests in the context of career paths.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Consider their values, skills, and interests.</li> <li>▪ Take a Career Interest Inventory.</li> <li>▪ Relate their values, skills, interests, and Career Interest Inventory to future career opportunities.</li> </ul>	<p><b>Iowa Core 21st Century Skills: Employability</b>  <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>• Assess the task and identify the priority/necessary actions to be taken</li> <li>• Understand the importance of self-confidence</li> <li>• Find appropriate resources</li> </ul> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.10.01.01.a. Determine personal interests, talents, goals and preferences for potential careers.            CRP.10.01.02.a. Examine career clusters and identify potential career opportunities based on personal interests, talents, goals and preferences.</p> <p><b>ML/FCS</b>  <u>Career and Community Connections</u>            1.1.6 Develop a life plan, including pathways to acquiring the knowledge and skills needed to achieve individual, family, and career goals.            1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.            1.2.8 Demonstrate employability skills, work ethics, and professionalism.</p>	<p><b>Reading for Information</b>            RI.1            RI.3            RI.4            RI.5</p> <p><b>Language</b>            L.1            L.3            L.4            L.5            L.6</p>

# JA Inspire Entry

Session Descriptions	Instructional Standards and CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Session Two: Career Planning and Your Path</b></p> <p>Students learn to recognize career clusters and focus on those tied to the results of their Career Interest Inventory. They explore the knowledge, skills, and abilities needed for their careers of interest, as well as the outlook for openings in those fields.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Learn why career planning is important.</li> <li>Recognize career clusters.</li> <li>Identify career clusters that match their skills and interests.</li> <li>Identify requirements to obtain jobs in fields of interest.</li> </ul>	<p><b>Iowa Core 21st Century Skills: Employability</b>  <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Identify the breadth of knowledge to be successful at a task</li> <li>Identify incremental steps for acquiring goals</li> <li>Set short-term and long-term goals</li> </ul> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.10.01.01.a. Determine personal interests, talents, goals and preferences for potential careers.            CRP.10.01.02.a. Examine career clusters and identify potential career opportunities based on personal interests, talents, goals and preferences.</p> <p><b>ML/FCS</b>  <u>Career and Community Connections</u>            1.1.6 Develop a life plan, including pathways to acquiring the knowledge and skills needed to achieve individual, family, and career goals.            1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.            1.2.2 Demonstrate job seeking and job keeping skills.            3.1.3 Summarize education and training requirements and opportunities for career paths in consumer services.  <u>Family and Human Services</u>            7.1.3 Summarize education and training requirements and opportunities for career paths in family and human services.</p>	<p><b>Reading for Information</b>            RI.1            RI.3            RI.4            RI.5</p> <p><b>Writing</b>            W.4            W.5            W.6</p> <p><b>Language</b>            L.1            L.2            L.3            L.4            L.6</p>
<p><b>Session Three: Preparing to Meet Your Future</b></p> <p>Students learn how awareness of their values, skills, and interests helps guide them to a career that is meaningful, enjoyable, and positioned for success. They learn about soft skills and explore education and training requirements in their fields of interest.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Understand why it's important to choose a career where they can be successful and develop a career plan.</li> <li>Practice soft skills.</li> </ul>	<p><b>Iowa Core 21st Century Skills</b>  <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Assess mastery of skills</li> <li>Set and achieve high standards and goals</li> </ul> <p><b>21.6-8.ES.5</b> <i>Demonstrate productivity and accountability while aspiring to meet high expectations</i></p> <ul style="list-style-type: none"> <li>Demonstrate accountability for individual performance</li> </ul>	<p><b>Reading for Information</b>            RI.1            RI.3            RI.4            RI.5</p> <p><b>Language</b>            L.1            L.3            L.4            L.5            L.6</p>

# JA Inspire Entry

Session Descriptions	Instructional Standards and CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<ul style="list-style-type: none"> <li>Recognize education and training requirements and opportunities for careers of interest.</li> </ul>	<p><b>CTE</b> <u>Career Ready Practices</u> CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community (e.g., make educated choices, listen and follow directions, ask for help when needed, meet expected standards, etc.).</p> <p>CRP.10.01.01.a. Determine personal interests, talents, goals and preferences for potential careers.</p> <p><b>ML/FCS</b> <u>Career and Community Connections</u> 1.1.6 Develop a life plan, including pathways to acquiring the knowledge and skills needed to achieve individual, family, and career goals.</p> <p>1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.</p> <p>1.2.2 Demonstrate job seeking and job keeping skills.</p> <p><u>Financial Literacy</u> 2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals.</p> <p>3.1.3 Summarize education and training requirements and opportunities for career paths in consumer services.</p> <p><u>Family and Human Services</u> 7.1.3 Summarize education and training requirements and opportunities for career paths in family and human services.</p> <p><u>Social and Emotional Learning</u> 13.1.1 Analyze processes for building and maintaining interpersonal relationships.</p>	
<p><b>Session Four: Local Business Means Opportunity</b></p> <p>Students learn about their local economy. They review the list of JA Inspire Virtual career fair exhibitors and the website of their local Chamber of Commerce and look for common themes, such as career clusters. They identify companies they would like to visit during the virtual career fair.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize traits of their local economy.</li> <li>Identify common career clusters in their area and</li> </ul>	<p><b>Iowa Core 21st Century Skills: Employability</b> <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <p><b>Financial Literacy: Develop Financial and Career Goals</b> SS.7.28. Predict the relationship between financial goals and achievements.</p> <p><b>Social Studies (Inquiry Anchor Standard)</b> <u>Gathering and Evaluating Sources</u></p>	<p><b>Reading for Information</b> RI.1 RI.3 RI.4 RI.5</p> <p><b>Writing</b> W.4 W.5 W.6</p> <p><b>Language</b> L.1</p>

# JA Inspire Entry

Session Descriptions	Instructional Standards and CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p>among JA Inspire Virtual exhibitors.</p> <ul style="list-style-type: none"> <li>▪ Create a list of exhibitors to visit during JA Inspire Virtual.</li> </ul>	<p>SS.7.3., SS.8.3 Gather relevant information from primary and secondary sources using the origin and authority of the source to guide the selection.</p> <p><b>Social Studies (Economics)</b> <u>Engage in Economic Decision Making</u> SS.7.18 Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.10.01.02.a. Examine career clusters and identify potential career opportunities based on personal interests, talents, goals and preferences.</p>	<p>L.2 L.3 L.4 L.6</p>
<p><b>Session Five: Learn from the Experts</b></p> <p>Students review the speakers and webinars available at the JA Inspire Virtual career fair, create a list of at least three to view, and define what they would like to learn from them.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify relevant JA Inspire Virtual speakers and webinars to attend.</li> <li>▪ Note facts about the speakers and topics of webinars they will attend.</li> <li>▪ Develop questions to consider when watching the speakers and webinars.</li> </ul>	<p><b>Social Studies (Inquiry Anchor Standard)</b> <u>Constructing Compelling Questions</u> SS.7.2., SS.8.2 Create supporting questions to help answer the compelling question in an inquiry.</p> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.10.03.02.a. Identify trusted individuals to consult with on setting and achieving career and personal goals (e.g., counselors, teachers, mentors, coaches, community leaders, etc.).</p> <p>CRP.10.03.01.b. Assess career and personal goals and determine additional information career area experts could provide.</p>	<p><b>Reading for Information</b> RI.1 RI.3 RI.4 RI.5</p> <p><b>Language</b> L.1 L.3 L.4 L.5 L.6</p>

# JA Inspire Entry

Session Descriptions	Instructional Standards and CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Session Six: Welcome to JA Inspire Virtual</b></p> <p>Students attend the JA Inspire Virtual Career fair.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Visit exhibits at JA Inspire Virtual.</li> <li>Attend speeches and webinars at JA Inspire Virtual.</li> <li>Complete the What I Learned section of the chart from their Learn from the Experts worksheet</li> </ul>	<p><b>Iowa Core 21st Century Skills: Employability</b></p> <p><b>21.6-8.ES.1</b> <i>Communicate and work productively with others, considering different perspectives, and cultural views to increase the quality of work.</i></p> <p><b>21.6-8.ES.2</b> <i>Adapt and adjust to various roles and responsibilities in an environment of change</i></p> <p><b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u></p> <p>CRP.10.03.02.a. Identify trusted individuals to consult with on setting and achieving career and personal goals (e.g., counselors, teachers, mentors, coaches, community leaders, etc.).</p> <p>CRP.10.03.01.b. Assess career and personal goals and determine additional information career area experts could provide.</p> <p>CRP.10.03.02.c. Assimilate input and advice from experts and formulate plans to implement into career and personal goals for chosen career areas.</p>	<p>Reading for Information</p> <p>RI.1</p> <p>RI.3</p> <p>RI.4</p> <p>RI.5</p> <p>Writing</p> <p>W.4</p> <p>W.5</p> <p>W.6</p> <p><b>Language</b></p> <p>L.1</p> <p>L.2</p> <p>L.3</p> <p>L.4</p> <p>L.6</p>
<p><b>Session Seven: JA Inspire Personal Reflection</b></p> <p>Students reflect on what they have learned and identify next steps to further define their academic choices and career path.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Evaluate personal goals and priorities based on their experience at the JA Inspire Virtual event.</li> <li>Identify next steps, including exploration of high school coursework and other research.</li> </ul>	<p><b>Iowa Core 21st Century Skills: Employability</b></p> <p><b>21.6-8.ES.2</b> <i>Adapt and adjust to various roles and responsibilities in an environment of change</i></p> <p><b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful.</i></p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u></p> <p>CRP.07.01.01.a. Identify and summarize reliable research processes and methods used to generate data for decision-making.</p> <p><b>ML/FCS</b></p> <p><u>Career and Community Connections</u></p> <p>1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.</p>	<p><b>Reading for Information</b></p> <p>RI.1</p> <p>RI.3</p> <p>RI.4</p> <p>RI.5</p> <p><b>Language</b></p> <p>L.1</p> <p>L.3</p> <p>L.4</p> <p>L.5</p> <p>L.6</p>

# JA Career Exploration Fair

Session Descriptions	Iowa Core 21 <sup>st</sup> Century Skills: Employability CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Pre-Fair Session: What Sets You Apart?</b></p> <p>Students reflect on their abilities, interests, and values as they consider future career choices.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Define careers.</li> <li>Differentiate between abilities (skills) and values.</li> <li>Identify their personal characteristics.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b></p> <p><b>21.6-8.ES.2</b> <i>Adapt and adjust to various roles and responsibilities in an environment of change</i></p> <p><b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u></p> <p>CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community (e.g., make educated choices, listen and follow directions, ask for help when needed, meet expected standards, etc.).</p> <p><b>ML/FCS</b></p> <p><u>Career and Community Connections</u></p> <p>1.1.6 Develop a life plan, including pathways to acquiring the knowledge and skills needed to achieve individual, family, and career goals.</p> <p>1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.</p>	<p><b>Reading for Informational Text</b></p> <p>RI 4 RI 7</p> <p><b>Speaking and Listening</b></p> <p>SL 1 SL 2</p> <p><b>Language</b></p> <p>L 3 L 4 L 6</p>
<p><b>The Day of the Fair</b></p> <p>Students will visit seven speakers from the community who will give brief presentations about their jobs, allowing time for students to ask questions.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Complete one pre-fair activity (teacher-led) (optional).</li> <li>Express how jobs require specific interests and skills.</li> <li>Complete one post-fair activity (teacher-led) (optional).</li> <li>Complete a student evaluation, if requested.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b></p> <p><b>21.6-8.ES.1</b> <i>Communicate and work productively with others, considering different perspectives, and cultural views to increase the quality of work.</i></p> <p><b>21.6-8.ES.2</b> <i>Adapt and adjust to various roles and responsibilities in an environment of change</i></p> <p><b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p>	<p><b>Reading for Informational Text</b></p> <p>RI 4 RI 7</p> <p><b>Speaking and Listening</b></p> <p>SL 1 SL 2</p> <p><b>Writing</b></p> <p>W 4 W 7</p> <p><b>Language</b></p> <p>L 3 L 4 L 6</p>

# JA Career Exploration Fair

Session Descriptions	Iowa Core 21 <sup>st</sup> Century Skills: Employability CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Post-Fair Session</b></p> <p>Students reflect on their JA Career Exploration Fair experiences.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify a future career goal.</li> <li>Create a personal action plan.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills:</b></p> <p><b>21.6-8.ES.2</b> <i>Adapt and adjust to various roles and responsibilities in an environment of change</i></p> <p><b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u></p> <p>CRP.01.02.02.a. Classify professional decisions by their near- and long-term impact on employers and community (e.g., decisions involving: financials, business goals, processes, customer satisfaction, corporate image, etc.).</p> <p><b>ML/FCS</b></p> <p><u>Career and Community Connections</u></p> <p>1.1.6 Develop a life plan, including pathways to acquiring the knowledge and skills needed to achieve individual, family, and career goals.</p> <p>1.2.1 Analyze potential career choices to determine the knowledge, skills, attitudes, and opportunities associated with each career.</p> <p><u>Financial Literacy</u></p> <p>2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals.</p> <p>3.1.3 Summarize education and training requirements and opportunities for career paths in consumer services.</p> <p><u>Family and Human Services</u></p> <p>7.1.3 Summarize education and training requirements and opportunities for career paths in family and human services.</p>	<p><b>Reading for Informational Text</b></p> <p>RI 2 RI 4 RI 5 RI 7</p> <p><b>Speaking and Listening</b></p> <p>SL 1 SL 2</p> <p><b>Writing</b></p> <p>W 4 W 7</p> <p><b>Language</b></p> <p>L 3 L 4 L 6</p>

# JA Career Speaker Series

<p><b>Session Descriptions</b></p>	<p><b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b></p> <p><b>Iowa Social Studies Standards CTE Standards</b></p> <p><b>ML (Middle Level) FCS Standards</b></p>	<p><b>Common Core ELA</b></p>
<p><b>Session One: Before the Event</b></p> <p>Students research the visiting career speaker and his or her company and prepare questions for the speaker event.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify skills and interests.</li> <li>▪ Recognize Career Clusters</li> <li>▪ Recall future high-demand occupations</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills</b> <b>21.6-8.ES.3</b> <i>Demonstrate leadership, integrity, ethical behavior, and social responsibility in all environments</i></p> <p><b>Social Studies (Inquiry Anchor Standard)</b> <i>Constructing Compelling Questions</i> <b>SS.7.1.</b> Compare disciplinary concepts and ideas associated with a compelling question.</p> <p><b>CTE</b> <u><i>Career Ready Practices</i></u> CRP.07.01.01.a. Identify and summarize reliable research processes and methods used to generate data for decision-making.  CRP.10.01.02.a. Examine career clusters and identify potential career opportunities based on personal interests, talents, goals and preferences.</p> <p><b>ML/FCS</b> <u><i>Career and Community Connections</i></u> 1.2.8 Demonstrate employability skills, work ethics, and professionalism.</p>	<p><b>Reading for Informational Text</b> RI 1 RI 4 RI 7</p> <p><b>Speaking and Listening</b> SL 1 SL 2</p> <p><b>Writing</b> W 4 W 7</p> <p><b>Language</b> L 3 L 4 L 6</p>
<p><b>Session Two: During the Event</b></p> <p>Students learn about the guest speaker’s job experiences and stories, ask questions, and take notes.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Practice active listening skills.</li> <li>▪ Equate job responsibilities with skills and interests</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills</b> <b>21.6-8.ES.3</b> <i>Demonstrate leadership, integrity, ethical behavior, and social responsibility in all environments</i></p> <p><b>Social Studies (Inquiry Anchor Standard)</b> <i>Constructing Compelling Questions</i> <b>SS.7.1.</b> Compare disciplinary concepts and ideas associated with a compelling question.</p> <p><b>CTE</b> <u><i>Career Ready Practices</i></u> CRP.04.03.01.b. Apply active listening strategies (e.g., be attentive, observe non-verbal cues, ask clarifying questions, etc.).</p> <p><b>ML/FCS</b> <u><i>Career and Community Connections</i></u> 1.2.8 Demonstrate employability skills, work ethics, and professionalism.</p>	<p><b>Speaking and Listening</b> SL 1 SL 2</p> <p><b>Writing</b> W 4 W 7</p> <p><b>Language</b> L 3 L 4 L 6</p>



# JA Career Speaker Series

<b>Session Descriptions</b>	<b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b> <b>Iowa Social Studies Standards</b> <b>CTE Standards</b> <b>ML (Middle Level) FCS Standards</b>	<b>Common Core ELA</b>
<p><b>Session Three: After the Event</b></p> <p>Students reflect on what they learned during their preparation and the speaker event.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Recognize Career Clusters</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills</b>  <b>21.6-8.ES.2</b> <i>Adapt and adjust to various roles and responsibilities in an environment of change</i></p> <p><b>CTE</b>  <u>Career Ready Practices</u>  CRP.10.01.02.a. Examine career clusters and identify potential career opportunities based on personal interests, talents, goals and preferences.</p> <p>CRP.10.03.01.a. Summarize ways that input and/or advice from career area experts could assist in planning personal career goals.</p>	<p><b>Speaking and Listening</b>  SL 1  SL 2</p> <p><b>Writing</b>  W 2  W 4  W 7</p> <p><b>Language</b>  L 3  L 4  L 6</p>

# JA Excellence through Ethics

Session Descriptions	Iowa Core 21 <sup>st</sup> Century Skills: Employability CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Day of the Visit</b></p> <p>Students are introduced to the concept of ethics, participate in a demonstration of why ethics are important to discuss, examine their core values, and explore how we are all interdependent on the choices we each make.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Define ethics, ethical dilemma, values, core values, and interdependence.</li> <li>▪ Articulate how one's core values affects one's choices.</li> <li>▪ Articulate and identify the steps necessary to make ethical decisions.</li> <li>▪ Recognize that individual ethics affect the greater community.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century</b></p> <p><b>21.6-8.ES.3</b> <i>Demonstrate leadership, integrity, ethical behavior, and social responsibility in all environments</i></p> <p><b>21.6-8.ES.5</b> <i>Demonstrate productivity and accountability while aspiring to meet high expectations</i></p> <ul style="list-style-type: none"> <li>• Do not compromise ethical behavior and responsibility</li> </ul> <p><b>21.6-8.TL.5</b> <i>Understand the legal and ethical issues of technology as related to individuals, cultures, and societies.</i></p> <p><b>CTE</b></p> <p><u>Career Ready Practices</u></p> <p>CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community (e.g., make educated choices, listen and follow directions, ask for help when needed, meet expected standards, etc.).</p> <p>CRP.01.01.02.a. Distinguish personal levels of responsibility, which can be applied in the workplace and community.</p> <p>CRP.01.01.01.b. Analyze and predict how personal responsibility impacts the workplace and community.</p> <p>CRP.05.01.01.a. Examine and describe the steps in the decision-making process used in the workplace and community.</p> <p>CRP.08.02.02.a. Identify and summarize steps in the decision-making process to solve workplace and community problems.</p> <p>CRP.09.01.01.a. Identify and summarize the characteristics of ethical and effective leaders in workplace and community settings.</p>	<p><b>Reading for Informational Text</b></p> <p>RI 1 RI 4 RI 7</p> <p><b>Speaking and Listening</b></p> <p>SL 1 SL 2 SL 3 SL 4</p> <p><b>Writing</b></p> <p>W 4</p> <p><b>Language</b></p> <p>L 3 L 4 L 6</p>

# JA Excellence through Ethics

Session Descriptions	Iowa Core 21 <sup>st</sup> Century Skills: Employability CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Reflection Activity</b></p> <p>Students will reflect and discuss what they've learning after interacting with the volunteer, a local business professional who articulated how and why professionals make ethical choices and decisions regarding relationships, the work environment, and life.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Apply key terms and concepts used in the volunteer-led activities.</li> <li>▪ Use intentional, ethical decision-making skills to consider outcomes and consequences of choices.</li> <li>▪ Self-examine to develop a personal awareness of values to begin to see the connection between their words and actions.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century</b> <b>21.6-8.TL.5</b> <i>Understand the legal and ethical issues of technology as related to individuals, cultures, and societies.</i></p> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community (e.g., make educated choices, listen and follow directions, ask for help when needed, meet expected standards, etc.).</p> <p>CRP.01.01.01.b. Analyze and predict how personal responsibility impacts the workplace and community</p> <p>CRP.01.02.02.b. Analyze the pros and cons of professional decisions based upon impact on employers and community.</p> <p>CRP.08.03.01.b. Analyze and determine the best problem-solving model to apply to workplace and community problems.</p> <p>CRP.09.01.02.a. Reflect upon and summarize situations where ethical and effective leadership characteristics were needed and/ or personally demonstrated (e.g., motivation, empathy, etc.).</p>	<p><b>Speaking and Listening</b> SL 1 SL 2 SL 3</p> <p><b>Language</b> L 3 L 4 L 6</p>

# JA It's My Job (Soft Skills)

Session Descriptions	Iowa Core 21 <sup>st</sup> Century Skills: Employability  Iowa Social Studies Standards  CTE Standards  ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Communicating About Yourself</b></p> <p>Students learn what their dress, speech, and listening skills communicate to others about them.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Recognize the importance of manners as an element of professionalism.</li> <li>Identify language and style appropriate for the workplace.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills</b>  <b>21.6-8.ES.1</b> <i>Communicate and work productively with others, considering different perspectives, and cultural views to increase the quality of work.</i></p> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.01.01.01.a. Define personal responsibility and distinguish how it applies in workplace and community (e.g., make educated choices, listen and follow directions, ask for help when needed, meet expected standards, etc.).            CRP.01.01.02.b. Assess personal level of responsibility and examine opportunities for improvement.            CRP.04.01.01.a. Identify and categorize strategies for ensuring clarity, logic, purpose and professionalism in verbal and non-verbal communication (e.g., vocal tone, organization of thoughts, eye contact, preparation, etc.).            CRP.04.01.02.b. Apply strategies for speaking with clarity, logic, purpose and professionalism in a variety of situations in formal and informal settings.            CRP.04.03.01.b. Apply active listening strategies (e.g., be attentive, observe non-verbal cues, ask clarifying questions, etc.).</p> <p><b>ML/FCS</b>  <u>Career and Community Connections</u>            1.2.2 Demonstrate job seeking and job keeping skills.            1.2.3 Apply communication skills in school, community and workplace settings and with diverse populations.            1.2.8 Demonstrate employability skills, work ethics, and professionalism.  <u>Social and Emotional Learning</u>            13.1.1 Analyze processes for building and</p>	<p><b>Reading for Informational Text</b>            RI 1            RI 4</p> <p><b>Speaking and Listening</b>            SL 1            SL 2            SL 4            SL 6</p> <p><b>Writing</b>            W 4</p> <p><b>Language</b>            L 1            L 2            L 3            L 4            L 6</p>

## JA It's My Job (Soft Skills)

Session Descriptions	Iowa Core 21 <sup>st</sup> Century Skills: Employability  Iowa Social Studies Standards  CTE Standards  ML (Middle Level) FCS Standards	Common Core ELA
	<p>maintaining interpersonal relationships.</p> <p>13.2.3 Analyze the effects of self-esteem and self-image on relationships.</p> <p>13.3.2 Demonstrate verbal and nonverbal behaviors and attitudes that contribute to effective communication.</p>	
<p><b>Applications and Resumes</b></p> <p>Students examine both document forms and begin to think about how to adapt their experiences, skills, and achievements into the applicable template to present themselves to a potential employer.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify information necessary for a job application.</li> <li>▪ Recognize key features and formatting of resumes.</li> <li>▪ Use appropriate language for a resume.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills</b></p> <p><b>21.6-8.ES.2</b> <i>Adapt and adjust to various roles and responsibilities in an environment of change</i></p> <p><b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <p><b>CTE</b></p> <p><u><i>Career Ready Practices</i></u></p> <p>CRP.04.02.01.c. Evaluate the effectiveness of different forms of written and visual communication for achieving their intended purpose.</p> <p>CRP.04.02.02.c. Compose clear and coherent written documents and visuals (e.g., agendas, audio-visuals, drafts, forms, etc.) that are adapted to the audience needs in both formal and informal settings.</p> <p>CRP.10.04.01.a. Identify and explain the purpose of fundamental tools used to pursue a career path (e.g., resume, cover letter, portfolio, etc.) as well as the common components of each (e.g., content in cover letter, categories in resume, etc.).</p> <p>CRP.10.04.01.b. Organize personal information (e.g., goals, experiences, education, achievements, work examples, etc.) to prepare and continuously update a set of tools to aid in the pursuit of a career path.</p> <p><b>ML/FCS</b></p> <p><u><i>Career and Community Connections</i></u></p> <p>1.2.3 Apply communication skills in school,</p>	<p><b>Speaking and Listening</b></p> <p>SL 1 SL 2</p> <p><b>Writing</b></p> <p>W 4</p> <p><b>Language</b></p> <p>L1 L 2 L 3 L 4 L 6</p>

# JA It's My Job (Soft Skills)

Session Descriptions	Iowa Core 21 <sup>st</sup> Century Skills: Employability  Iowa Social Studies Standards  CTE Standards  ML (Middle Level) FCS Standards	Common Core ELA
	community and workplace settings and with diverse populations.	
<p><b>Interviewing for a Job</b></p> <p>Students complete an activity and track their accomplishments in a “brag sheet.” Additional activities are available in which students develop a personal profile that will help them succeed during an interview and practice mock interviews.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify appropriate content for a personal brag sheet</li> <li>▪ Adapt personal information to interview situations.</li> <li>▪ Develop answers to common interview questions.</li> <li>▪ Recognize appropriate professional dress and demeanor for a job interview.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills</b>  <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <p><b>Social Studies (Inquiry Anchor Standard)</b>  <u>Communicating and Critiquing Conclusions</u>  <b>SS.6.8.</b> With guided practice, construct responses to compelling questions supported by reasoning and evidence.             SS.7.8. Independently construct responses to compelling questions supported by reasoning and evidence.             SS.8.8. Construct responses to compelling questions supported by reasoning and evidence while acknowledging the strengths and weaknesses of the explanations.</p> <p><b>ML/FCS</b>  <u>Career and Community Connections</u>            1.2.2 Demonstrate job seeking and job keeping skills.</p>	<p><b>Speaking and Listening</b>            SL 1            SL 2            SL 4            SL 6</p> <p><b>Writing</b>            W 4</p> <p><b>Language</b>            L 1            L 2            L 3            L 4            L 6</p>

# JA It's My Job (Soft Skills)

Session Descriptions	Iowa Core 21 <sup>st</sup> Century Skills: Employability  Iowa Social Studies Standards  CTE Standards  ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Cell Phones in the Workplace</b></p> <p>Students develop an understanding of appropriate communication methods to ensure workplace success.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Recognize and identify appropriate and inappropriate uses of cell phones in the workplace.</li> <li>▪ Identify the effects of inappropriate usage of cell phones in the workplace.</li> <li>▪ Adapt cell phone behavior and functions for professional uses.</li> <li>▪ Recognize and apply appropriate texting style for communicating in the workplace.</li> </ul>	<p><b>ML/FCS</b></p> <p><u>Career and Community Connections</u> 1.2.3 Apply communication skills in school, community and workplace settings and with diverse populations.</p> <p><u>Social and Emotional Learning</u> 13.3.2 Demonstrate verbal and nonverbal behaviors and attitudes that contribute to effective communication.</p>	<p><b>Speaking and Listening</b></p> <p>SL 1 SL 2 SL 4 SL 5 SL 6</p> <p><b>Language</b></p> <p>L1 L 3 L 4 L 6</p>
<p><b>Workplace Communication</b></p> <p>Students complete activities focused on appropriate tone and topics for the workplace and strategies for collaborating effectively.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Identify and use an appropriate professional tone in workplace communication.</li> <li>▪ Identify appropriate and inappropriate subjects for workplace discussion.</li> <li>▪ Enable cooperative and productive group interactions.</li> <li>▪ Communicate to solve problems collaboratively and respectfully.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills</b> <b>21.6-8.ES.1</b> <i>Communicate and work productively with others, considering different perspectives, and cultural views to increase the quality of work.</i></p> <p><b>Social Studies (Inquiry Anchor Standard)</b> <u>Taking Informed Action</u> SS.6.12., SS.7.12, SS.8.12 Apply a range of deliberative and democratic procedures to make decisions and take action in classrooms, schools, and communities.</p> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.04.01.02.a. Examine and assess personal ability to speak with clarity, logic, purpose and professionalism in formal and informal settings (e.g., speeches, interviews, presentations, oral reports, etc.).  CRP.04.01.02.b. Apply strategies for speaking with clarity, logic, purpose and professionalism in a variety of situations in formal and informal settings.</p>	<p><b>Speaking and Listening</b></p> <p>SL 1 SL 2 SL 4 SL 5 SL 6</p> <p><b>Language</b></p> <p>L1 L 3 L 4 L 6</p>

## JA It's My Job (Soft Skills)

Session Descriptions	<b>Iowa Core 21<sup>st</sup> Century Skills: Employability</b>  <b>Iowa Social Studies Standards</b>  <b>CTE Standards</b>  <b>ML (Middle Level) FCS Standards</b>	Common Core ELA
	<p>CRP.12.01.02.a. Identify and summarize techniques to build consensus in a team situation.</p> <p>CRP.12.01.02.b. Apply consensus building techniques to accomplish results in team-oriented situations.</p> <p><b>ML/FCS</b> <i><u>Career and Community Connections</u></i> 1.2.2 Demonstrate job seeking and job keeping skills.</p> <p>1.2.3 Apply communication skills in school, community and workplace settings and with diverse populations.</p> <p>1.2.4 Demonstrate teamwork skills in school, community and workplace settings and with diverse populations.</p> <p>1.2.8 Demonstrate employability skills, work ethics, and professionalism.</p> <p><i><u>Social and Emotional Learning</u></i> 13.1.1 Analyze processes for building and maintaining interpersonal relationships.</p> <p>13.3.2 Demonstrate verbal and nonverbal behaviors and attitudes that contribute to effective communication.</p>	



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<p><b>Workplace Writing</b></p> <p>Students practice writing concisely, clearly, and correctly, with appropriate workplace style.</p> <p><b>Objectives:</b></p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Use proper spelling, grammar, and punctuation in the workplace.</li> <li>▪ List best practices for effective business writing.</li> <li>▪ Use clear language and appropriate style for written communication in the workplace.</li> <li>▪ Identify important ideas and express them clearly and concisely in writing.</li> </ul>	<p><b>Iowa Core 21<sup>st</sup> Century Skills</b> <b>21.6-8.ES.1</b> <i>Communicate and work productively with others, considering different perspectives, and cultural views to increase the quality of work</i></p> <p><b>CTE</b> <u>Career Ready Practices.</u> CRP.04.02.02.a. Identify and examine methods for producing clear, reasoned and coherent written and visual communication that are appropriate to the task, purpose and audience (e.g., audience analysis, objective development, etc.).  CRP.04.02.02.b. Apply techniques for ensuring clarity, logic and coherence to edit written and visual communications (e.g., emails, reports, presentations, technical documents, diagrams, etc.).  CRP.04.02.02.c. Compose clear and coherent written documents and visuals (e.g., agendas, audio-visuals, drafts, forms, etc.) that are adapted to the audience needs in both formal and informal settings.  CRP.09.03.02.c. Model respectful and purposeful behaviors that contribute to positive morale and culture in the workplace and community (e.g., effectively communicating, recognizing accomplishments of others, etc.).</p> <p><b>ML/FCS</b> <u>Career and Community Connections</u> 1.2.3 Apply communication skills in school, community and workplace settings and with diverse populations.</p>	<p><b>Speaking and Listening</b> SL 1 SL 2 SL 4 SL 6</p> <p><b>Writing</b> W 4 W5 W6</p> <p><b>Language</b> L1 L 2 L 3 L 4 L 6</p>

# JA Company Program Pop Up

Session Descriptions	Instructional Standards CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Session One: Pop-Up Warm-Up</b></p> <p>This meeting introduces the Pop-Up program experience and reviews the milestones related to the project. The entrepreneurial mindset and characteristics are explored to guide students in envisioning the pop-up experience through the eyes of an entrepreneur. Finally, students review the primary business goal for the pop-up project and discuss how to set business success goals and personal growth goals.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Explain what a pop-up business is and its intended purpose.</li> <li>Document goals for the pop-up business in S.M.A.R.T. goal-writing format that reflect business planning elements.</li> <li>Recognize the entrepreneurial characteristics that an entrepreneur must possess to achieve a successful business venture.</li> </ul>	<p><b>Iowa Core 21st Century Skills: Employability</b> <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <p><b>Social Studies: Economics</b> <u><i>Engage in Economic Decision Making</i></u> SS.7.18, SS.8.15. Explain and evaluate how economic decisions affect the wellbeing of individuals, businesses, and society.</p> <p><u><i>Critique Exchange and Markets</i></u> SS.8.16. Analyze the role of innovation and entrepreneurship in institutions throughout early American history in a market economy.</p> <p><b>CTE</b> <u><i>Career Ready Practices</i></u> CRP.04.02.02.a. Identify and examine methods for producing clear, reasoned and coherent written and visual communication that are appropriate to the task, purpose and audience (e.g., audience analysis, objective development, etc.).</p> <p><b>ML/FCS</b> <u><i>Career and Community Connections</i></u> 1.2.3 Apply communication skills in school, community and workplace settings and with diverse populations.</p> <p><u><i>Financial Literacy</i></u> 2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals. 3.1.2 Analyze opportunities for employment and entrepreneurial endeavors.</p>	<p><b>Grade 6</b> RI.6 3,4,7 W.6.4 SL 6.1,2 L. 6 1,2,3,4,6</p> <p><b>Grade 7</b> RI.7 3,4 W.7.2.4 SL.7 1,2 L.7. 1-6</p> <p><b>Grade 8</b> RI.8 3,4 W.8.4 SL. 8.1,2 L.8 1-6</p>
<p><b>Session Two: Doing the Research</b></p> <p>This meeting focuses on the main goal for the pop-up business: making a profit. Students will examine the factors of the profit equation and learn about what they need to consider when determining a pricing strategy for achieving their goal. They also will define their target audience and explore the importance of market research for ensuring that their product meets customers' needs. They will prepare market research surveys and conduct independent market research that they will analyze in Meeting Three.</p>	<p><b>Iowa Core 21st Century Skills: Technology Literacy</b> <b>21.6-8.TL.3</b> <i>Plan strategies utilizing digital tools to gather, evaluate, and use information.</i></p> <ul style="list-style-type: none"> <li>Locate, organize, analyze, evaluate, and synthesize information from a variety of sources and media and use this information in a legal and ethical manner.</li> <li>Evaluate resources in terms of their usefulness and validity for research.</li> <li>Use technological tools to select data and organize it into a format that is easily understood by others.</li> </ul> <p><b>21.6-8.TL.4</b> <i>Use critical thinking skills to conduct research, solve</i></p>	<p><b>Grade 6</b> RI.6 1,2,4,7 W.6 4,7,9 SL.6 1,2,4 L.6 1-6</p> <p><b>Grade 7</b> RI.7 1,4 W.7 2,7,9 SL.7 1,2,4 L.7 1-6</p> <p><b>Grade 8</b> RI.8 1,2,4</p>

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<p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Identify the elements of the profit equation and understand how to calculate profit.</li> <li>Explain what a target audience is.</li> <li>Recognize the importance of the customers’ wants and needs related to the business’s goals.</li> <li>Identify appropriate market research techniques to use when collecting information.</li> </ul>	<p><i>problems, and make informed decisions using appropriate technological tools and resources.</i></p> <ul style="list-style-type: none"> <li>Use technology to gather, analyze, and assess data and its effectiveness to design, develop and test possible solutions that assist students in making decisions.</li> <li>Analyze and evaluate information from a variety of perspectives and resources in order to assess multiple solutions and investigate them from differing viewpoints.</li> </ul> <p><b>Social Studies (Financial Literacy)</b> <u>Develop Financial Career Goals</u> <b>SS.6.24.</b> Explain how personal financial decisions are influenced by an individual’s interpretation of needs and wants.</p> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.02.02.01.a. Identify opportunities to apply technical concepts to solve problems in the workplace (e.g., identify how to: increase sales, better customer service, reduce inputs, reduce waste, ensure sustainability, etc.). CRP.02.02.01.b. Assess workplace problems and distinguish the most appropriate technical concepts to apply. CRP.07.01.01.a. Identify and summarize reliable research processes and methods used to generate data for decision-making. CRP.07.01.02.c. Design plans for use and implementation of reliable research methods to generate data for decision making in workplace and community situations.</p> <p><b>ML/FCS</b> <u>Financial Literacy</u> 2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals.</p>	<p>W.8 4,7,9 SL.8 1,2,4 L.8 1-6</p>
<p><b>Session Three: Defining the Pop-Up Structure</b></p> <p>During this meeting, students review the market research data they have compiled and look for patterns to inform their decision making as they plan their pop-up business. Then, students explore the different roles and responsibilities of the pop-up company and evaluate their own personal skills and interests to determine what role they will assume during their pop-up experience.</p> <p>Students will:</p>	<p><b>Iowa Core 21st Century Skills: Employability</b> <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Assess the task and identify the priority/necessary actions to be taken</li> <li>Understand the task’s relationship to greater goal</li> <li>Find appropriate resources</li> <li>Implement solutions</li> </ul>	<p><b>Grade 6</b> RI.6. 2,4,7 W.6. 4,7,9 SL.6. 1,2,4 L.6.1-6</p> <p><b>Grade 7</b> RI.7 2,4 W.7. 4,7,9 SL. 7 1,2,4 L. 7. 1-6</p>

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Session Descriptions	Instructional Standards CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<ul style="list-style-type: none"> <li>▪ Analyze market research data to make planning decisions about the pop-up business to maximize sales.</li> <li>▪ Describe the different roles and responsibilities necessary to organize and run a pop-up business.</li> <li>▪ Reflect on personal strengths and weaknesses to determine a personal role on the pop-up team.</li> <li>▪ Draft a timeline of tasks and associated due dates needed to meet the company's goals.</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrate commitment to self/leader</li> <li>• /society</li> <li>• Use time efficiently to manage workload</li> </ul> <p><b>21.6-8.TL.4</b> <i>Use critical thinking skills to conduct research, solve problems, and make informed decisions using appropriate technological tools and resources.</i></p> <ul style="list-style-type: none"> <li>• Identify real-world issues and analyze technological resources for developing and refining questions for investigation.</li> <li>• Effectively use multiple technological resources to develop a systematic plan for conducting research. Develop possible solutions or a complete product to demonstrate knowledge and skills.</li> </ul> <p><b>CTE</b> <u>Career Ready Practices</u> CRP.02.02.01.a. Identify opportunities to apply technical concepts to solve problems in the workplace (e.g., identify how to: increase sales, better customer service, reduce inputs, reduce waste, ensure sustainability, etc.). CRP.02.02.01.b. Assess workplace problems and distinguish the most appropriate technical concepts to apply. CRP.02.02.01.c. Apply technical concepts to solve problems in the workplace and reflect upon the results achieved. CRP.05.01.03.c. Synthesize information and resources and apply to workplace and community situations to make positive decisions.</p> <p><b>ML/FCS</b> <u>Career and Community Connections</u> 1.2.4 Demonstrate teamwork skills in school, community and workplace settings and with diverse populations.</p> <p><u>Financial Literacy</u> 2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals.</p>	<p><b>Grade 8</b> RI.8 2,4 W.8 4,7,9 SL.8 1,2,4 L.8 1-6</p>

# JA Company Program Pop Up

Session Descriptions	Instructional Standards CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Session Four: The Ps of Pop-Up</b></p> <p>This meeting introduces students to the Four Ps of marketing (Product, Price, Place, and Promotion), which act as the framework for their pop-up business planning tasks. Students explore which factors to consider when making the important decision of where to locate the pop-up business, and they learn about merchandising, product display, and store layout as important elements of marketing strategy to maximize sales.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Explain the importance of the four 4 Ps of the marketing mix related to a pop-up business.</li> <li>▪ Identify the location for the pop-up business to include dates and hours of operation for the Place "P" detail of the marketing mix.</li> <li>▪ Design an optimal layout for a pop-up business that will maximize sales.</li> </ul>	<p><b>Iowa Core 21st Century Skills: Technology Literacy</b> <b>21.6-8.TL.2</b> <i>Collaborate with peers, experts, and others using interactive technology.</i></p> <ul style="list-style-type: none"> <li>• Interact and collaborate with peers, experts, and others using technology.</li> <li>• Contribute to a content knowledge base by creating, producing, and sharing information, models, and other creative works.</li> </ul> <p><b>Social Studies (Financial Literacy)</b> <u><i>Create a Saving and Spending Plan</i></u> SS.7.29. Analyze how external factors, such as marketing and advertising techniques, might influence spending decisions.</p> <p><b>Social Studies (Inquiry Anchor Standard)</b> <u><i>Gathering and Evaluating Sources</i></u> SS.7.3., SS.8.3 Gather relevant information from primary and secondary sources using the origin and authority of the source to guide the selection.</p> <p><u><i>Taking Informed Action</i></u> SS.6.11. Explain the challenges and opportunities people face when taking action to address problems, including predicting possible results.</p> <p><b>CTE</b> <u><i>Career Ready Practices</i></u> CRP.02.02.01.a. Identify opportunities to apply technical concepts to solve problems in the workplace (e.g., identify how to: increase sales, better customer service, reduce inputs, reduce waste, ensure sustainability, etc.). CRP.02.02.01.b. Assess workplace problems and distinguish the most appropriate technical concepts to apply. CRP.05.01.03.c. Synthesize information and resources and apply to workplace and community situations to make positive decisions.</p>	<p><b>Grade 6</b> RI.6 2,3,4,7 W.6 4 SL. 8. 1,2,4 L.6. 1-6</p> <p><b>Grade 7</b> RI.7. 2,3,4 W.7 4 SL 7. 1,2,4 L.7. 1-6</p> <p><b>Grade 8</b> RI.8 2,3,4 W.8 4 SL 8. 1,2,4 L. 8 1-6</p>

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Session Descriptions	Instructional Standards CTE Standards ML (Middle Level) FCS Standards	Common Core ELA
<p><b>Session Five: Creating the Buzz</b></p> <p>This meeting focuses on selecting a price for the product or service, as well as promotional strategies for attracting attention to the pop-up store. Students will determine their expenses and the revenue necessary to break even so that they can set a price for their product that will achieve their profit goal. Additionally, they will determine how to promote their business and will work on tasks for advertising.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Formulate the appropriate price for their product to achieve the pop-up store’s monetary goal.</li> <li>Design promotional strategies and materials to attract interest in the pop-up business.</li> </ul>	<p><b>Iowa Core 21st Century Skills: Technology Literacy</b>  <b>21.6-8.TL.2</b> <i>Collaborate with peers, experts, and others using interactive technology.</i></p> <ul style="list-style-type: none"> <li>Interact and collaborate with peers, experts, and others using technology.</li> <li>Contribute to a content knowledge base by creating, producing, and sharing information, models, and other creative works.</li> </ul> <p><b>Social Studies (Inquiry Anchor Standards)</b>  <u>Gathering and Evaluating Sources</u>            SS.7.3., SS.8.3 Gather relevant information from primary and secondary sources using the origin and authority of the source to guide the selection.</p> <p><u>Taking Informed Action</u>            SS.6.11. Explain the challenges and opportunities people face when taking action to address problems, including predicting possible results.</p> <p><b>Social Studies (Financial Literacy)</b>  <u>Create a Saving and Spending Plan</u>            SS.8.26. Discuss the components of a personal spending plan, including income, planned saving and expenses.</p> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.02.02.01.a. Identify opportunities to apply technical concepts to solve problems in the workplace (e.g., identify how to: increase sales, better customer service, reduce inputs, reduce waste, ensure sustainability, etc.).</p> <p>CRP.02.02.01.b. Assess workplace problems and distinguish the most appropriate technical concepts to apply.</p> <p><b>ML/FCS</b>  <u>Financial Literacy</u>            2.1.1 Apply time management, organizational, and process skills to prioritize tasks and achieve goals.</p>	<p><b>Grade 6</b>            RI.6 1,2,3,4,7            W.6. 4,7,9            SL.6. 1,2,4            L. 6. 1-6</p> <p><b>Grade 7</b>            RI.7 1,2,3,4            W.7 4,7,9            SL.7 1,2,4            L. 7. 1-6</p> <p><b>Grade 8</b>            RI 8 1,2,3,4            W.8 4,7,9            SL.8 1,2,4            L. 8 1-6</p>

# JA Company Program Pop Up

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<p><b>Session Six: Open for Business!</b></p> <p>In this meeting, students explore essential customer service and sales skills to use while their pop-up store is operating. Additionally, they review and finalize all logistics necessary to launch and open the store.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>▪ Select appropriate sales strategies to use while interacting with customers during pop-up store sales.</li> <li>▪ Practice excellent retail customer care skills to maximize the pop-up store’s sales potential to reach its business goals.</li> <li>▪ Resolve final logistics before launching the pop-up business, including transaction types, starting cash, inventory tracking, and staffing schedule.</li> </ul>	<p><b>Iowa Core 21st Century Skills: Employability</b>  <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>• Assess the task and identify the priority/necessary actions to be taken</li> <li>• Understand the task’s relationship to greater goal</li> <li>• Find appropriate resources</li> <li>• Implement solutions</li> <li>• Transfer learning from one content area to another</li> <li>• Identify key partners and resources relevant to the situation/problem</li> <li>• Evaluate and select the resources in context of the problem</li> <li>• Implement the problem solving process, including identifying potential causes of problem</li> <li>• Identify a course of action in writing with sequence of steps involved in order to solve the problem</li> </ul> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.02.02.01.a. Identify opportunities to apply technical concepts to solve problems in the workplace (e.g., identify how to: increase sales, better customer service, reduce inputs, reduce waste, ensure sustainability, etc.).            CRP.02.02.01.a. Identify opportunities to apply technical concepts to solve problems in the workplace (e.g., identify how to: increase sales, better customer service, reduce inputs, reduce waste, ensure sustainability, etc.).            CRP.02.02.01.b. Assess workplace problems and distinguish the most appropriate technical concepts to apply.</p> <p><b>ML/FCS</b>  <u>Social and Emotional Learning</u>            13.1.1 Analyze processes for building and maintaining interpersonal relationships.</p>	<p><b>Grade 6</b>            RI.6 2,4            W.6. 4            SL.6 1,2,4            L. 6. 1-6</p> <p><b>Grade 7</b>            RI.7 2,4            W.7 4            SL.7. 4            L. 7. 1-6</p> <p><b>Grade 8</b>            RI 8. 2,4            W.8 4            SL.8 1,2,4            L. 8 1-6</p>

# JA Company Program Pop Up

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<p><b>Session Seven: Pop-Up Wrap-Up</b></p> <p>This meeting guides students through the final tasks necessary to close the popup business, reconcile the finances, and determine the business’s final profit. Students will use the final metrics and the intangible lessons they learned to discuss best practices for future businesses and to assess whether they achieved their business and personal goals. Finally, students deliver the pop-up store’s proceeds to their charitable recipient and celebrate their accomplishments.</p> <p><b>Students will:</b></p> <ul style="list-style-type: none"> <li>Complete the tasks to calculate final sales and profit and close out the business.</li> <li>Analyze final sales information and compare it to the pop-up business’s initial profit goal.</li> <li>Assess company and personal goals to determine successes and areas for improvement.</li> </ul>	<p><b>Iowa Core 21st Century Skills: Employability</b>  <b>21.6-8.ES.4</b> <i>Demonstrate initiative, self-direction, creativity, and entrepreneurial thinking while exploring individual talents and skills necessary to be successful</i></p> <ul style="list-style-type: none"> <li>Assess the task and identify the priority/necessary actions to be taken</li> <li>Understand the task’s relationship to greater goal</li> <li>Evaluate progress and seek assistance to take corrective action when necessary when working toward accomplishing goals</li> </ul> <p><b>Social Studies (Inquiry Anchor Standard)</b>  <u>Taking Informed Action</u>            SS.6.11. Explain the challenges and opportunities people face when taking action to address problems, including predicting possible results.</p> <p><b>CTE</b>  <u>Career Ready Practices</u>            CRP.02.02.01.c. Apply technical concepts to solve problems in the workplace and reflect upon the results achieved.</p>	<p><b>Grade 6</b>            RI.6 2,3,4,7            W.6. 4            SL.6 1,2,4            L. 6. 1-6</p> <p><b>Grade 7</b>            RI.7 2,3,4            W.7 4            SL.7. 1,2,4            L. 7. 1-6</p> <p><b>Grade 8</b>            RI.8. 2,3,4            W.8 4            SL.8 1,2,4            L. 8 1-6</p>