




SCOPE AND SEQUENCE

KEY

 Minimal
  Moderate
  High

***JA Pathways signify a program's primary focus.**



Visit ja.org to learn more.

JA Pathways*

Entrepreneurship
Financial Literacy
Work Readiness

K–12 Kit-Based and Blended

JA Ourselves® introduces students to personal economics and the choices consumers make to meet their needs and wants. Students learn about the role of money in society and gain practical information about earning, saving, and sharing money. Five volunteer-led sessions required. (Grade K)

Concepts: Buying, choices, costs, earning, entrepreneur, giving, goals, goods and services, interests, money, needs and wants, saving, society, spending, values

Skills: Counting, decision making, drawing conclusions, following directions, graphing and graph interpretation, listening, matching and classifying, predicting, problem solving, reading and writing, self-assessment, sequencing, social skills, teamwork, verbal communication, vocabulary building

Minimal Moderate High

JA Our Families® introduces students to the concepts of families, neighborhoods, money, and needs and wants. Students explore the ways in which businesses provide goods, services, and jobs for families. Five volunteer-led sessions required. (Grade 1)

Concepts: Business, earning, employment, entrepreneurship, family, fill a need, goods and services, income, job, money, needs and wants, neighborhood, shelter, skills, spend, symbols, work

Skills: Analyzing information, creative thinking, decision making, differentiating, following directions, listening and responding, making observations, map reading, math calculations, reading, recognizing and interpreting symbols, verbal communication, working in pairs

Minimal Moderate High

JA Our Community® introduces students to work readiness and early elementary grades social studies learning objectives, including how citizens benefit from and contribute to a community's success. Five volunteer-led sessions required. (Grade 2)

Concepts: Businesses, careers, citizenship, coins, community, goods and services, government, innovation, jobs, production, needs and wants, skills, taxes, voting

Skills: Creativity, critical thinking, collaboration, decision making, idea development, making choices, map reading

Minimal Moderate High

JA Our City® introduces students to the choices people have with money. Students learn about the importance of economic exchange in a city and how entrepreneurs promote a healthy economy. Five volunteer-led sessions required. (Grade 3)

Concepts: Banking, business, business decisions, circular flow of money, city, consumer, currency, deposit, donate, economic development, earn, entrepreneur, goods, government, income, interdependence, jobs, money choices, producer, save, savings, savings account, services, spend, taxes, withdrawal

Skills: Brainstorming, conceptualizing, critical thinking, decision making, developing ideas, drawing conclusions, evaluating payment types, following directions, listening, making choices, making observations, mapping information, planning a business, problem solving, reading, teamwork, verbal communication, working in groups, writing

Minimal Moderate High

JA Our Region® introduces students to the intersection of entrepreneurship and upper elementary grades social studies learning objectives. Students are provided with a practical approach to starting a business. Five volunteer-led sessions required. (Grade 4)




Concepts: Advertising, business fundamentals, capital resources, entrepreneur, expense, finance tracking, goods and services, human resources, innovation, interdependence, loss, manufacturing, natural resources, price, products, profit, region, resources, revenue, risk and reward, services, supply, supply chain, trade, traits, transportation

Skills: Analyzing a diagram, analyzing information, assembling parts, categorizing data, cooperative trading, decision making, evaluating alternatives, following directions, mathematics, oral and written communication, presenting information, problem solving, reading for understanding, working in groups and pairs

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JA Our Nation[®] provides students with practical information about the U.S. free market system and how it serves as an economic engine for businesses and careers. Students examine the need for entrepreneurial and innovative thinking to meet the requirements of high-growth, high-demand careers in a global business economy. Five volunteer-led sessions required. Optional: Sixth session supplement. (Grade 5)

Concepts: Businesses, careers, career clusters, collaboration, communication, competition, competitor, consumer, critical thinking, engineering, employees, employers, entrepreneur, free market economy, global economy, goods and services, human capital, innovation, invention, interdependence, job specialization, opportunity cost, product, producer, profit, resume, skills, technology, work readiness




Skills: Analyzing occupations, analyzing information, brainstorming, collaboration, communication, creative thinking, decision making, estimating, following written instructions, interpersonal skills, interpreting economic issues, map reading, organizing information, prioritizing, problem solving, reasoning, speaking and listening, STEM skills, teamwork, working in pairs, writing

		
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JA More than Money[®] teaches students about money-management, goods and services, and global markets. Students learn a practical approach to starting a business and making smart decisions about managing money. Five volunteer-led sessions required. (Grades 3–5, also after school)

Concepts: Advertising, bank account, business, business loan, business plan, consumer, deposit, earn, employee, entrepreneur, ethics, expenses, exports, financial institutions, goods and services, identify personal interests and goals, imports, income, market research, money, money management, opportunity cost, profit, skills, withdrawal, work environment




Skills: Asking relevant questions and listening for information, comparing and contrasting, computation, considering personal traits and interests, deductive reasoning, empathy, following directions, matching and classifying, presentation, problem solving, reading and following directions, self-employed, teamwork, thinking and working cooperatively, critical thinking, using vocabulary in a meaningful way

		
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JA Economics for Success[®] provides practical information about personal finance and the importance of identifying education and career goals based on a student's skills, interests, and values. Six volunteer-led sessions required. (Grades 6–8)

Concepts: Budget, credit, credit card, credit score, co-pay insurance, debit card, decision making, deductible, goal setting, gross income, higher education, interest, interests, needs and wants, net income, opportunity cost, policy, premium, risk, self-knowledge, skills, values, world of work




Skills: Analyzing information, critical thinking, inquiry skills, interpreting data, math calculations, oral and written communication, organizing information, presentation, problem solving, reading for understanding, self-assessment, working in groups and pairs

		
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JA Global Marketplace[®] demonstrates why and how countries buy and sell from each other. Students examine the interconnection between producers and consumers in the global marketplace and the effect of free enterprise in an economic system. Two implementation options are offered: Basic (Sessions One–Six volunteer-led) and Advanced (Sessions One–Six volunteer-led; Session Seven teacher- or volunteer-led). (Grades 6–8)




Concepts: Business, business ethics, career exploration, communication, cultural awareness in international business, cultural differences, cultural norms, culture, currency, customer, educational and legal requirements, etiquette, exchange rate, export, free trade, immigration, import, innovation, interdependence, international careers, international trade, market, marketplace, migration, product, product safety, production, profit, quota, resources, service, specialization, standards, subsidy, tariff, trade, trade barriers, trade embargo

Skills: Analyzing charts and evaluating information, analyzing human behavior, categorizing data, decision making, describing how need leads to innovation, entrepreneurial thinking, examining resources, following instructions, identifying business responsibilities, identifying foreign currency, identifying international job requirements, identifying positive and negative traits, interpreting charts and graphs, making customer-based product decisions, negotiating, reading a spreadsheet, reading comprehension, recognizing and applying terms, recognizing consequences of trade barriers, teamwork, trading, understanding business and cultural etiquette, using a currency convertor

		
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JA Inspire™ is more than a career fair, it brings together the business community and local schools and is designed to help launch middle school students into their futures. The program consists of three segments: 1) in-class sessions presented by the classroom teacher; 2) the hands-on JA Inspire expo; and 3) an in-class debrief. During the JA Inspire expo, students participate in hands-on activities, often using equipment or tools used on a job. (Grades 6–8)

Concepts: Introspection, self-knowledge, research, mapping skills to potential careers, goal-setting

Skills: Self-assessment, utilizing career resources to develop a career plan, explore post-secondary education options, explore various careers, understanding employment trends and job outlook for career planning

		
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JA It's My Business!® encourages middle school students to turn their ideas into a business. The program introduces design thinking as a problem-solving process and provides students an authentic entrepreneurial experience that builds toward a pitch competition. Six volunteer-led sessions required. Fifteen-minute optional extension activities are provided for use in after-school implementation. (Grades 6–8)

Concepts: Business, consumer feedback, design, entrepreneur, entrepreneurial characteristics, funding, innovation, innovative, investor, market, market research, need, product, passion, persistent, persuasive, pitch, presentation visuals, product, product sketches, prototype, risk-taker, self-confident, self-motivated, service, speaking skills, surveys, target market

Skills: Analyzing data from a variety of media sources, applying terms, brainstorming, collecting data, creating a model, creative thinking, communicating information through design, deduction, empathy, evaluating alternatives, group presentation, group work, labeling an illustration, listening, logical reasoning, memory recall and matching, presenting ideas, problem solving, self-evaluation, teamwork

		
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JA It's My Future® offers 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. Six volunteer-led sessions required. (Grades 6–8)

Concepts: Achievements, attitude, brand, career, career clusters, career mapping, career paths, communication, decline, education level, high-growth careers, interests, job application, job growth, job hunting, job interview, job outlook, logo, making a good impression, maps, personal brand, professionalism, references, reputation, soft skills, tagline, teamwork, technical skills, transferable skills, work ethic

Skills: Analyzing branding, analyzing charts and graphs, analyzing data from media, applying cause and effect, demonstrating cause and effect, evaluating and sorting options, group discussion, identifying personal skills, identifying strengths and weaknesses, logical reasoning, note taking, prediction, reading for understanding, recognizing patterns, reviewing results, role-playing, self-evaluation, teamwork, using art as self-expression

		
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JA Career Exploration Fair™ introduces students to a range of career options across multiple career clusters. (Grades K–12)

Concepts: Abilities, business, careers, choices, community, earn, goals, goods, guest speakers, interests, job, pay, resume, services, skills, talent, work values

Skills: Decision making, formulating questions, listening responsively, making observations, note taking, reasoning, social skills, verbal communication

		
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JA Career Speakers Series™ brings a volunteer guest speaker into the classroom to share information about his or her career, work, and education experience. (Grades K–12)




Concepts: Business, career clusters, career speaker, careers, choices, community, earn, education, interests, knowledge, job, pay, skills, talent, work activities

Skills: Active listening, decision making, formulating questions, making observations, online research, reasoning, social skills, verbal and written communication

		
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JA Excellence through Ethics™ allows students to meet and interact with a local executive or business professional and learn about the importance of ethics in the workplace and in everyday life. (Grades 6–12)

Concepts: Accountability, beliefs, code of conduct, core values, decision-making, employee ethics, ethical awareness, ethical dilemmas, ethical obligations, ethical reasoning, ethical standards, interdependence, interpersonal skills, professional attitude, rights of others, role model, social responsibility, truthfulness, values

Skills: Analyze situations and decisions in light of ethical considerations, apply guidelines for ethical decision making, consider attitudes, critical thinking, examine the competing pressures on young people, express why ethical standards are important to society and businesses, listening and communicating, reading for understanding, suggest actions to correct problems

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JA It's My Job (Soft Skills)™ allows students to learn the value of professional communication and soft skills, making them more employable to future employers across multiple career clusters. (Grades 9–12)

Concepts: Cell phone behavior and function in the workplace, character development, career preparation, employer expectations, ethics, job application, job interview, positive attitude, professionalism, making a good impression, manners, relationships with others, resume, self-motivation, soft, interpersonal, or transferable skills, workplace behavior and productivity, workplace communication

Skills: Active listening, analyzing and applying information, collaboration, critical observation, decision-making, demonstrating soft skills in a mock interview, evaluating alternatives, examining forms, oral and written communication, presenting information, role-playing, self-evaluation, working in teams, weighing consequences of personal behavior

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JA Be Entrepreneurial® introduces students to the essential components of a practical business plan and challenges them to start an entrepreneurial venture while still in high school. Seven volunteer-led sessions required. (Grades 9–12)

Concepts: Advertisement, business plan, competitive advantages, customer, demographic, entrepreneur, entrepreneurial spirit, ethical dilemma, ethics, financing, franchise, long- vs. short-term consequences, management, market, market needs, marketing, nonprofit business, product, product development, profits, social entrepreneur, social responsibility, stakeholder, voting

Skills: Analyzing information, business planning, categorizing data, decision making, evaluating alternatives, expressing multiple viewpoints, graphic presentation, oral and written communication, presenting information, reading for understanding, weighing consequences, working in groups and pairs

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JA Career Success® equips students with the tools and skills required to get and keep a job in high-growth career industries. Seven volunteer-led sessions required. (Grades 9–12)

Concepts: Career clusters, career planning, career preparation, collaboration, communication, conflict management, critical thinking, education and training, employer expectations, high-growth jobs, high-performance teams, interests, inventory and ordering, job interviews, job outlook, job retention, post-secondary options, problem-solving techniques, skills, soft skills, STEM, technical skills, the 4Cs, work priorities, workplace skills

Skills: Analyzing data, collaborative discussions, conflict resolution, communication, competition, creativity and innovation, critical thinking, decision making, following written instructions, formulating answers from personal experiences, goal setting, identifying behaviors, interpersonal skills, organizing information, prioritizing, research skills, role-playing, self-assessment, time management, working collaboratively, working in groups

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JA High School Heroes™ provides leadership development opportunities to high school students who deliver JA programs in elementary schools. (Grades 9–12)




Concepts: Adaptability, accountability, civic leadership, conflict resolution, flexibility, leadership, verbal and nonverbal cues to communicate meaning and demonstrate understanding

Skills: Analyze problems, apply critical-thinking skills to work-based problems, assessing personal skills, abilities, and aptitudes, collaboration, compromise, develop solutions, develop strong platform skills, listening to others, negotiation, problem solving, setting goals

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JA Job Shadow™ prepares students to be entrepreneurial thinkers in their approach to work. Students will acquire and apply the skills needed in demanding and ever-changing workplaces. Two in-class sessions prior to the visit, a four- to five-hour site visit, and one in-class session required after the visit. (Grades 9–12)

Concepts: Career assessment, career clusters, career planning, elevator pitch, infographic profile, interests, job hunting, job interview, job outlook, networking, professional and ethical behavior, resume, skills, thank you notes, work priorities

Skills: Analyzing and applying data, business communication, creativity and innovation, following written instructions, formulating answers from personal experience, identifying behaviors, interviewing, oral and written communication, organizing information, presenting information, researching a variety of sources for information, role-playing, self-assessment, technical writing, working collaboratively

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JA Launch Lesson™ is a point-of-entry program delivered locally by entrepreneurs. Students learn relevant information first-hand about starting a company and the entrepreneurial journey. (Grades 9–12)

Concepts: Capital, customers, elements of the entrepreneurial experience (motivation, inspiration, preparation, expectations, and challenges), entrepreneurship, marketing, product, sales, service, value proposition

Skills: Funding a startup, meeting a need, product ideation, steps to becoming an entrepreneur, problem solving

Minimal Moderate High

JA Personal Finance® demonstrates the interrelationship between today's financial decisions and future financial freedom.

Money-management strategies include earning, employment and income, budgeting, savings, credit and debt, consumer protection, smart shopping, risk management, and investing. Two implementation options are offered: Basic (Sessions One–Five volunteer-led) and Advanced (Sessions One–Five volunteer-led; Sessions Six–Eight teacher- or volunteer-led). (Grades 9–12)

Concepts: Benefits versus costs, budgeting, compound interest, consequences, cost of living, credit, credit card fraud, credit reporting and rating, debt, delayed gratification, earnings, education, expense tracking, financial management, identity theft, income, information mining, interest, investing, job skills, limited resources, maximizing earnings, opportunity cost, priorities, rent-to-own, return on investment, reward, risk, saving, savings plan, unlimited wants, variable and discretionary expenses

Skills: Analyzing and evaluating data from multiple sources, car buying, comparing results, comparison shopping, creating savings plans, critical thinking, decision making, disputing unauthorized charges on a credit card, estimating, evaluating risks and rewards, evaluating online resources, evaluating options, evaluating personal skills, grocery shopping, interpreting analogy, long-term planning, personal inventory, planning, presentation skills, prioritizing, proactive planning, problem solving, recognizing scams and fraud, requesting and checking credit reports, research, saving and investing, sorting, teamwork, tracking expenses, weighing costs and benefits

Minimal Moderate High

JA Titan® challenges students to apply their knowledge of business as they compete online in the highly competitive industry of the fictional Holo-Generator. Students enter decisions about price, production, marketing, capital investment, and research and development. The impact of their decisions will lead to the success or failure of each company. Seven volunteer-led sessions required. (Grades 9–12)

Concepts: Business management, capital investment, charitable giving, demographics, fixed costs, four Ps of marketing, law of diminishing returns, marketing, marketing research, price, product life cycle, production, research and development, target marketing, variable costs

Skills: Analyzing information, critical thinking, data analysis, decision making, mathematical skills, planning, reading charts and graphs, researching, teamwork

Minimal Moderate High