

JA Company Program

Description	Key Learning Objectives	Social Studies	Language Arts Literacy	Mathematics	Career Ed. & Consumer, Family, and Life Skills
<p>Meeting One: Students work together to establish an effective and efficient team environment, while outlining specific leadership roles for the future company. Students create values and standards for the company and explore its vision, mission, and goals.</p>	<p>Objectives: The students will: -determine how fundamental leadership principles create an effective company environment -identify the company's departmental structure and associated leadership roles -discuss the company's values -consider a company name -discuss the company's Capitalization Plan Concepts: leadership, values, vision, mission Skills: oral and written communication, working in groups, gathering and organizing information</p>	6.1.A 6.2.B 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.A, 3.2.B, 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B	4.1.A	9.1.B.2, 5 9.2.A.1 9.2.B.2 9.2.C.1, 2 9.2.D.1, 2
<p>Meeting Two: Working as a company, students conduct officer elections and learn about each department's specific responsibilities during the Operation and Liquidation Phases.</p>	<p>Objectives: The students will: -classify the components of a Business Opportunity -identify department responsibilities -approve the company Charter Application and Bylaws -initiate a Company Capitalization plan Concepts: bylaws, board of directors, capital, dividend, liquidation, parliamentary procedure, profit Skills: analyzing and interpreting information, critical reading, working in groups</p>	6.1.A 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.A, 3.2.B, 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B	4.1.A, 4.1.B, 4.1.C 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E	9.1.A.1, 2 9.1.B.1, 2, 4, 5 9.2.A.1 9.2.B.2 9.2.C.1, 2 9.2.D.1, 2, 3 9.2.E.1, 4
<p>Meeting Three: The company enters the Context Phase of the program. During this phase, students use tools, such as market surveys and cost-benefit analysis, to determine potential products for their target market.</p>	<p>Objectives: The students will: -conduct market research to isolate a target market -develop a market survey -analyze product options -generate questions regarding each department's Business Plan Concepts: market research, cost-benefit analysis Skills: product analysis, interpretation of information</p>	6.1.A 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.A, 3.2.B, 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B 3.5.A, 3.5.C	4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E	9.1.B.2, 5 9.2.A.1, 3 9.2.B.2 9.2.C.1, 2 9.2.E.1, 4, 6
<p>Meeting Four: The company enters the Deal Phase of the program. During this phase, students select the top two or three product options for cost-benefit analysis.</p>	<p>Objectives: The students will: -complete the Product Evaluation Form -create sales goals for the company and individuals -finalize and submit department Business Plans -select a JA company product Concepts: cost-benefit analysis, product evaluation Skills: working in groups, gathering and organizing information, synthesizing and evaluating data</p>	6.1.A 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.A, 3.2.B, 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B 3.5.A, 3.5.C	4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E	9.1.B.2, 5 9.2.A.1, 3 9.2.B.2 9.2.C.1, 2 9.2.E.1, 4, 6

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<p>Meeting Five: The company enters the Business Opportunity Phase of the program. Students host a Board of Directors meeting to approve the company's Business Plan, review implementation strategies, and accept the company Charter.</p>	<p>Objectives: The students will: -initiate the organization and/or production of the product -maintain accurate, organized department records of all transactions Concepts: parliamentary procedure Skills: working in groups, oral and written communication, public speaking, synthesizing and evaluating information</p>	6.1.A 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B	4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E	9.1.B.2, 5 9.2.A.1, 3 9.2.B.2 9.2.C.1, 2 9.2.E.1, 4, 6 9.2.F.5
<p>Meeting Six: Materials needed for product production are ordered, and the company Business Plan is implemented. Students may take part in an Extended Learning Opportunity.</p>	<p>Objectives: The students will: -initiate purchasing materials for production -prepare records needed for company operations -identify the Sales Order Forms and the product sales process Concepts: production, sales Skills: oral and written communication, listening, making observations</p>	6.1.A 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B	4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E	9.1.B.2, 5 9.2.A.1, 3 9.2.B.2, 3 9.2.C.1, 2 9.2.E.1, 4, 6 9.2.F.5
<p>Meeting Seven: Students continue to operate the company.</p>	<p>Objectives: The students will: -refine and implement all aspects of the company Business Plan -prepare to sell the product to the defined target market -continue production -maintain accurate, organized records of all transactions Concepts: production, sales Skills: working in groups, oral and written communication, making observations</p>	6.1.A 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B	4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E	9.1.B.2, 5 9.2.A.1, 3 9.2.B.2, 3 9.2.C.1, 2 9.2.E.1, 4, 6 9.2.F.4
<p>Meeting Eight: Students continue to produce and sell their product. They learn about specific sales techniques that will assist them in reaching their sales goals.</p>	<p>Objectives: The students will: -identify effective sales techniques and strategies -recognize ineffective production strategies and adjust accordingly Concepts: production, sales tactics Skills: oral and written communication, brainstorming, working in groups, public speaking</p>	6.1.A 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B	4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E	9.1.B.2, 5 9.2.A.1, 3 9.2.B.2, 3 9.2.C.1, 2 9.2.E.1, 4, 6 9.2.F.4
<p>Meeting Nine: Students hold department meetings to share best practices and propose changes to current company operations.</p>	<p>Objectives: The students will: -continue sales and production of product -refine departmental strategies Concepts: production, group assessment Skills: synthesizing and evaluating information, making observations, working in groups</p>	6.1.A 6.5.A, 6.5.B	3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B	4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E	9.1.B.2, 5 9.2.A.1, 3 9.2.B.2, 3 9.2.C.1, 2 9.2.E.1, 4, 6 9.2.F.4

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<p>Meeting Ten: Students begin to finalize production, assess excess inventory, and prepare for the Board of Directors liquidation meeting.</p>	<p>Objectives: The students will: -identify and evaluate production and inventory needs for the final product sales -begin to prepare all liquidation forms and records needed for the Annual Report Concepts: production, liquidation Skills: evaluating and synthesizing information, interpreting production inventory, working in groups</p>	<p>6.1.A 6.5.A, 6.5.B</p>	<p>3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B</p>	<p>4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E</p>	<p>9.1.B.2, 5 9.2.A.1, 3 9.2.B.2, 3 9.2.C.1, 2 9.2.E.1, 4, 6 9.2.F.4</p>
<p>Meeting Eleven: Students explore Next Steps and learn how to apply what they have learned as a company to personal entrepreneurial pursuits.</p>	<p>Objectives: The students will: -explore the JA Student Center and JA Career Assessment tools -create a Personal Action Plan -complete all Liquidation Reports -compile the Annual Report Concepts: production, liquidation Skills: individual and company reflection and evaluation, interpreting information, self-assessment</p>	<p>6.1.A 6.5.A, 6.5.B</p>	<p>3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.A, 3.2.B 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B</p>	<p>4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E</p>	<p>9.1.A.1, 2, 4 9.1.B.1, 2, 4, 5 9.2.A.1, 3 9.2.B.2 9.2.C.1, 2 9.2.E.1, 4, 6</p>
<p>Meeting Twelve: Students will conduct the final Board of Directors liquidation meeting and approve the Annual Report.</p>	<p>Objectives: The students will: -distribute stockholder dividends -celebrate their company's success Concepts: liquidation, parliamentary procedure Skills: individual and company reflection, synthesizing and evaluating information, group and self-assessment</p>	<p>6.1.A 6.5.A, 6.5.B</p>	<p>3.1.D, 3.1.E, 3.1.F, 3.1.G, 3.1.H 3.2.C, 3.2.D 3.3.A, 3.3.B, 3.3.C, 3.3.D 3.4.A, 3.4.B</p>	<p>4.1.A, 4.1.B, 4.1.C 4.4.A 4.5.A, 4.5.B, 4.5.C, 4.5.D, 4.5.E</p>	<p>9.1.B.2, 5 9.2.A.3 9.2.C.1, 2 9.2.E.1, 4</p>