



**A Correlation between the Common
Core State Standards, Minnesota
K-12 Academic Standards,
and Junior Achievement Programs**

Updated October 2016
Minnesota K-12 Academic Standards
Common Core State Standards Included

Junior Achievement USA®
One Education Way
Colorado Springs, CO 80906
www.ja.org

JA Be Entrepreneurial

Session Descriptions	Key Learning Objectives	ELA	Social Studies
<p>Session One: Introduction to Entrepreneurship</p> <p>Students test their knowledge about entrepreneurship, and they begin the process to select a product or service for a business venture.</p>	<p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Recognize the elements of a successful business start-up ▪ Evaluate myths and facts about entrepreneurship ▪ Consider product- development options <p>Concepts: entrepreneur, entrepreneurial spirit, non-profit business, product development, social entrepreneur</p> <p>Skills: analyzing information, categorizing data, decision- making, evaluating alternatives, oral and written communication, presenting information, working in groups</p>	<p>Grades 9-10 W.9.7.2.2 W.9.7.4.4 ML.9.9.1.1-4.4 ML.9.9.6.6 L.9.11.1.1 L.9.11.2.2 L.9.11.4.4 L.9.11.6.6</p> <p>Grades 11-12 W.11.7.4.4 ML.11.9.1.1 ML.11.9.2.2 ML.11.9.3.3 ML.11.9.4.4 L.11.11.1.1-4.4 L.11.11.6.6</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.3 9.1.3.4.5</p> <p>Economics Grades 9-10 9.2.1.1.1 9.2.2.2.4 9.2.3.3.1 9.2.4.5.1 9.2.4.5.2</p>
<p>Session Two: What's My Business?</p> <p>Students select a product or service for a business venture.</p>	<p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Recognize the importance of carefully selecting a product or service before starting a business ▪ Apply passions, talents, and skills to a market-needs assessment to determine the basis of a business plans. <p>Concepts: entrepreneur, franchise, non-profit business, product development</p> <p>Skills: analyzing information, categorizing data, decision-making, evaluating alternatives, oral and written communication, presenting information, reading for understanding, working in pairs</p>	<p>Grades 9-10 RI.11.5.2.2 RI.11.5.4.4 W.11.7.2.2 W.11.7.4.4 W.11.7.7.7 ML.11.9.1.1-4.4 ML.11.9.6.6 ML.11.9.3.3 L.11.11.1.1-4.4 L.11.11.7.7</p> <p>Grades 11-12 RI.11.5.2.2 RI.11.5.4.4 W.11.7.2.2 W.11.7.4.4 W.11.7.7.7 ML.11.9.1.1-4.4 ML.11.9.6.6 ML.11.9.3.3 L.11.11.1.1-4.4 L.11.11.7.7</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.3 9.1.3.4.5</p> <p>Economics Grades 9-10 9.2.1.1.1 9.2.2.2.4 9.2.3.3.1 9.2.4.5.1 9.2.4.5.2</p>

JA Be Entrepreneurial

Session Descriptions	Key Learning Objectives	ELA	Social Studies
<p>Session Three: Who’s My Customer? Students analyze potential markets.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Recognize the importance of analyzing markets ▪ Apply a needs assessment to the market available to a specific product <p>Concepts: advertisement, entrepreneur, customer, demographic, market needs, marketing</p> <p>Skills: analyzing information, categorizing data, decision- making, evaluating alternatives, graphic presentation, oral and written communication, presenting information, reading for understanding, working in groups</p>	<p>Grades 9-10 RI.9.5.2.2 RI.9.5.4.4 RI.9.5.8.8 W.9.7.2.2 W.9.7.4.4 W.9.7.7.7 ML.9.9.1.1 ML.9.9.4.4-6.6 L.9.11.1.1-3.3 L.9.11.4.4-6.6</p> <p>Grades 11-12 RI.11.5.1.1-2.2 RI.11.5.4.4 W.11.7.2.2 W.11.7.4.4 W.11.7.7.7 ML.11.9.1.1-2.2 ML.11.9.4-6.6 L.11.11.1.1-4.4 L.11.11.6.6</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.3 9.1.3.4.5</p> <p>Economics Grades 9-10 9.2.1.1.1 9.2.2.2.4 9.2.3.3.1 9.2.4.5.1 9.2.4.5.2</p>
<p>Session Four: What’s My Advantage? Students determine how to set a product apart from competition.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Define competitive advantages and recognize them in other businesses ▪ Express the importance of selecting competitive advantages that offer an edge over the competition for a product and market <p>Concepts: competitive advantages, customer, entrepreneur, profit, product</p> <p>Skills: analyzing information, categorizing data, decision- making, evaluating alternatives, graphic presentation, oral and written communication, presenting information, reading for understanding, working in groups</p>	<p>Grades 9-10 RI.11.5.2.2 RI.11.5.4.4 ML.11.9.1.1 ML.11.9.4.4 L.11.11.1.1-4.4 L.11.11.6.6</p> <p>Grades 11-12 RI.11.5.2.2 RI.11.5.4.4 ML.11.9.1.1-2.2 ML.11.9.4-4 L.11.11.1.1-4.4 L.11.11.6.6</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.3 9.1.3.4.5</p> <p>Economics Grades 9-10 9.2.1.1.1 9.2.2.2.4 9.2.3.3.1 9.2.3.4.1 9.2.4.5.1 9.2.4.5.2</p>

JA Be Entrepreneurial

Session Descriptions	Key Learning Objectives	ELA	Social Studies
<p>Session Five: Competitive Advantages</p> <p>Students decide how to set a product or service apart from the competition.</p>	<p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Evaluate competitive advantages ▪ Select competitive advantages that will drive a developing business venture <p>Concepts: competitive advantages, entrepreneur, profit</p> <p>Skills: analyzing information, categorizing data, decision- making, evaluating alternatives, oral and written communication, reading for understanding, working in groups</p>	<p>Grades 9-10 RI.9.5.2.2 RI.9.5.4.4 RI.9.5.8.8 W.9.7.2.2 W.9.7.4.4 ML.9.9.1.1 ML.9.9.4.4-6.6 L.9.11.1.1-3.3 L.9.11.4.4-6.6</p> <p>Grades 11-12 RI.11.5.2.2 RI.11.5.4.4 W.11.7.2.2 W.11.7.4.4 ML.11.9.1.1-2.2 ML.11.9.6.6 L.11.11.1.1-4.4 L.11.11.6.6</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.3 9.1.3.4.5</p> <p>Economics Grades 9-10 9.2.1.1.1 9.2.2.2.4 9.2.3.3.1 9.2.3.4.1 9.2.4.5.1 9.2.4.5.2</p>
<p>Session Six: Ethics Are Good for Business</p> <p>Students consider consequences in making ethical business decisions.</p>	<p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Evaluate short- and long-term consequences in making ethical decisions ▪ Express that being ethical can be good for business <p>Concepts: consequences, entrepreneur, ethical dilemma, ethics, social responsibility, stakeholder</p> <p>Skills: analyzing information, categorizing data, decision- making, expressing multiple viewpoints, evaluating alternatives, oral and written communication, reading for understanding, weighing consequences, working in pairs</p>	<p>Grades 9-10 RI.9.5.2.2 RI.9.5.4.4 RI.9.5.8.8 W.9.7.2.2 W.9.7.4.4 ML.9.9.1.1 ML.9.9.4.4-6.6 L.9.11.1.1-3.3 L.9.11.4.4-6.6</p> <p>Grades 11-12 RI.11.5.2.2 RI.11.5.4.4 W.11.7.2.2 W.11.7.4.4 ML.11.9.1.1-3.3 ML.11.9.4.4-6.6 L.11.11.1.1-3.3 L.11.11.4.4-6.6</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.3 9.1.3.4.5</p> <p>Economics Grades 9-10 9.2.1.1.1 9.2.2.2.4 9.2.3.3.1 9.2.4.5.1 9.2.4.5.2</p>

JA Be Entrepreneurial

Session Descriptions	Key Learning Objectives	ELA	Social Studies
<p>Session Seven: The Business Plan Students compile a sample business plan.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Compile entrepreneurial elements into a sample business plan <p>Concepts: business plan, competitive advantages, entrepreneur, ethics, financing, management, market, product development</p> <p>Skills: analyzing information, business planning, categorizing data, decision-making, evaluating alternatives, oral and written communication, reading for understanding, working in pairs</p>	<p>Grades 9-10 RI.9.5.2.2 RI.9.5.4.4 W.9.7.2.2 W.9.7.4.4 W.9.7.7.7 ML.9.9.1.1-2.2 ML.9.9.4.4-6.6 L.9.11.1.1-3.3 L.9.11.4.4-6.6</p> <p>Grades 11-12 RI.11.5.2.2 RI.11.5.4.4 W.11.7.2.2 W.11.7.4.4 W.11.7.7.7 ML.11.9.1.1-3.3 ML.11.9.4.4-6.6 L.11.11.1.1-4.4 L.11.11.6.6</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.3 9.1.3.4.5</p> <p>Economics Grades 9-10 9.2.1.1.1 9.2.2.2.4 9.2.3.3.1 9.2.4.5.1 9.2.4.5.2 9.2.4.7.2</p>