



**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®  
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# JA Company Program - Blended

Session Details	Learning Standards	ELA	Math
<p><b>Meeting One: Start a Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Identify what they will be doing in JA Company Program.</li> <li>▪ Share important information about prior knowledge, beliefs, and attitudes.</li> <li>▪ Build relationships with others in their group.</li> <li>▪ Determine entrepreneurial traits and choose a business team.</li> <li>▪ Explore potential ways to fund their venture.</li> </ul>	<p><b>Social Studies 9-12</b> 9.1.3.4.5 Explain the responsibilities and duties for all individuals (citizens and non-citizens) in a republic</p> <p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Demonstrate personal qualities appropriate to the work environment</li> <li>▪ Assess alternative occupational opportunities (e.g., working conditions, benefits, and opportunities for change)</li> </ul>	<p><b>Grades 9-10</b> RI.9.5.2.2 RI.9.5.4.4 W.9.7.6.6 ML.9.9.1.1 ML.9.9.2.2 L.9.11.1.1 L.9.11.2.2 L.9.11.3.3 L.9.11.4.4</p> <p><b>Grades 11-12</b> RI.11.5.1.1 RI.11.5.4.4 W.11.7.6.6 ML.11.9.1.1 ML.11.9.2.2 ML.11.9.4.4 L.11.11.1.1 L.11.11.4.4</p>	NA
<p><b>Meeting Two: Fill a Need</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Collaborate as a group to decide on the product or service that the Company will sell.</li> <li>▪ Narrow the list of potential business ideas by answering critical questions about each one.</li> </ul>	<p><b>Social Studies 9-12</b> 9.2.1.1.1 Apply reasoned decision-making techniques in making choices; explain why different individuals, households, organizations and/or governments faced with the same alternatives might make different choices.</p> <p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Define the problem</li> <li>▪ Analyze the problem</li> <li>▪ Research reliable information relevant to the problem</li> <li>▪ Investigate alternatives based on reasoned criteria</li> </ul>	<p><b>Grades 9-10</b> RI.9.5.2.2 ML.9.9.1.1 ML.9.9.2.2 ML.9.9.3.3 L.9.11.1.1 L.9.11.4.4</p> <p><b>Grades 11-12</b> RI.11.5.2.2 ML.11.9.1.1 ML.11.9.2.2 ML.11.9.3.3 L.11.11.1.1 L.11.11.4.4</p>	NA

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<p><b>Meeting Three: Vet the Venture</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Conduct research on top business ideas.</li> <li>▪ Decide which product or service idea to move forward with.</li> <li>▪ Submit the product idea for approval.</li> </ul>	<p><b>Social Studies 9-12</b></p> <p>9.2.3.3.1 Identify the incentives and trade-offs related to a choice made by an individual, household, organization or government; describe the opportunity cost of a choice; and analyze the consequences of a choice (both intended and unintended)</p> <p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Develop presentations using appropriate technologies (e.g., tables, charts, and visual graphics)</li> <li>▪ Apply oral communication skills</li> <li>▪ Deliver presentations</li> </ul>	<p><b>Grades 9-10</b></p> <p>RI.9.5.2.2 RI.9.5.4.4 W.9.7.4.4 W.9.7.6.6 W.9.7.7.7 ML.9.9.1.1 ML.9.9.2.2 ML.9.9.4.4-6.6 L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b></p> <p>RI.11.5.2.2 RI.11.5.4.4 W.11.7.4.4 W.11.7.6.6 W.11.7.7.7 ML.11.9.1.1 ML.11.9.2.2 ML.11.9.4.4-6.6 L.11.11.1.1-4.4</p>	NA
<p><b>Meeting Four: Create a Structure</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Form and select Business Teams.</li> <li>▪ Collaborate in Business Teams to determine leadership, conduct research, and assign tasks in order to launch the business.</li> <li>▪ Work individually or with other Company members to conduct research and complete tasks in order to launch the business.</li> </ul>	<p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Apply basic communication skills when writing</li> <li>▪ Write technical materials.</li> <li>▪ Demonstrate an understanding of how business and industry systems function within the economy</li> <li>▪ Demonstrate an understanding of the functions of systems in an organization (e.g., management, human resources, production and services)</li> </ul>	<p><b>Grades 9-10</b></p> <p>RI.9.5.4.4 RI.9.5.7.7 RI.9.5.8.8 W.9.7.4.4 ML.9.9.1.1 ML.9.9.2.2 ML.9.9.3.3 L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b></p> <p>RI.11.5.4.4 RI.11.5.7.7 RI.11.5.8.8 W.11.7.4.4 W.11.7.6.6 W.11.7.7.7 ML.11.9.1.1 ML.11.9.2.2 ML.11.9.3.3 L.11.11.1.1-4.4</p>	NA

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<p><b>Meeting Five: Launch the Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Engage in business communication and implementation.</li> <li>▪ Research business processes, and integrate information across all teams.</li> <li>▪ Apply the concept of accountability to practices in the Company.</li> <li>▪ Complete a business plan.</li> </ul>	<p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Identify appropriate solutions</li> <li>▪ Make recommendations</li> <li>▪ Implement solutions</li> <li>▪ Evaluate solutions</li> <li>▪ Identify efficient, effective, and ethical uses of technology in the workplace</li> <li>▪ Use information technology tools to access, manage, integrate, and create new information</li> <li>▪ Use writing/publishing/presentation applications</li> </ul>	<p><b>Grades 9-10</b>            RI.9.5.4.4            ML.9.9.1.1-6.6            L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b>            RI.11.5.4.4            ML.11.9.1.1-6.6            L.11.11.1.1-4.4</p>	NA
<p><b>Meeting Six through Eleven: Run the Business</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Practice business communication and implementation.</li> <li>▪ Practice task prioritization.</li> <li>▪ Practice follow-through.</li> <li>▪ Submit important information.</li> <li>▪ Practice problem solving</li> </ul>	<p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Apply active listening skills</li> <li>▪ Apply nonverbal communication skills</li> <li>▪ Communicate with others in a workforce of diversity (e.g., age, ethnicity, religion, gender)</li> <li>▪ Share information using a range of appropriate communications technologies</li> <li>▪ Ensure safe working conditions</li> <li>▪ Demonstrate safe use of tools and equipment</li> </ul>	<b>See session by topic below</b>	NA
<p><b>Topic: Capitalization</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explore sources of capital.</li> <li>▪ Consider which sources of capital might be used for the Company.</li> <li>▪ Learn pitch ideas for building capital or obtaining funding.</li> <li>▪ Present a pitch.</li> </ul>	<p><b>Social Studies 9-12</b>            9.2.4.7.2 Explain the role of financial institutions and credit markets in the acquisition of capital.</p>	<p><b>Grades 9-10</b>            RI.9.5.1.1            RI.9.5.4.4            W.9.7.4.4            ML.9.9.1.1            ML.9.9.2.2            ML.9.9.4.4            ML.9.9.5.5            L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b>            RI.11.5.1.1            RI.11.5.4.4            W.11.7.4.4            ML.11.9.1.1            ML.11.9.2.2            ML.11.9.4.4            ML.11.9.5.5            L.11.11.1.1-4.4</p>	NA

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<p><b>Topic: Finance</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Examine the most important financial elements of a startup.</li> <li>▪ Practicing using the Business Finance Tool.</li> </ul>	<p><b>Social Studies 9-12</b> 9.2.2.2.1 Establish financial goals; make a financial plan considering budgeting and asset building to meet those goals; and determine ways to track the success of the plan.</p> <p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Apply reading strategies as needed for a variety of purposes</li> <li>▪ Evaluate information contained in document</li> </ul>	<p><b>Grades 9-10</b> RI.9.5.4.4 W.9.7.6.6 W.9.7.7.7 ML.9.9.1.1 ML.9.9.5.5 L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b> RI.11.5.4.4 W.11.7.4.4 W.11.7.6.6 ML.11.9.1.1 ML.11.9.5.5 L.11.11.1.1-4.4</p>	<p><b>Algebra</b> 9.2.1.1 9.2.1.4</p> <p><b>Data/Probability</b> 9.4.1.1 9.4.1.2 9.4.2.1</p>
<p><b>Topic: Management and Leadership</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Research how leaders make decisions.</li> <li>▪ Investigate how leaders influence a company, beyond giving direction.</li> <li>▪ Provide evidence of a leader’s specific leadership style.</li> <li>▪ Develop a TED-style talk on leadership.</li> </ul>	<p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Demonstrate leadership skills</li> <li>▪ Organize work</li> <li>▪ Apply management techniques</li> <li>▪ Demonstrate group process techniques</li> <li>▪ Perform work tasks in a team</li> <li>▪ Apply professional and ethical standards to workplace conduct</li> <li>▪ Adhere to established laws, policies, and procedures</li> </ul>	<p><b>Grades 9-10</b> RI.9.5.1.1 RI.9.5.2.2 RI.9.5.4.4 W.9.7.2.2 W.9.7.4.4 ML.9.9.1.1-5.5 L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b> RI.11.5.1.1 RI.11.5.2.2 RI.11.5.4.4 W.11.7.2.2 W.11.7.4.4 ML.11.9.1.1-5.5 L.11.11.1.1-4.4</p>	<p>NA</p>
<p><b>Topic: Marketing</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Learn about the 4 P’s of marketing— Product, Place, Price, and Promotion—and how they are related.</li> <li>▪ Explore marketing through a virtual job shadow and answer key questions that relate to the 4 P’s</li> </ul>	<p><b>Social Studies 9-12</b> 9.2.2.2.4 Explain the pricing, sales, advertising and other marketing strategies used to sell products from a consumer perspective. 9.2.4.5.3 Explain that market demand is based on each buyer’s willingness and ability to pay and the number of buyers in the market; analyze the effect of factors that can change demand. 9.2.4.5.4 Explain that market supply is based on each seller’s cost and the number of sellers in the market; analyze the effect of factors that can change supply</p>	<p><b>Grades 9-10</b> RI.9.5.2.2 RI.9.5.4.4 RI.9.5.7.7 ML.9.9.1.1-2.2 L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b> RI.11.5.2.2 RI.11.5.4.4 RI.11.5.7.7 ML.11.9.1.1-2.2 L.11.11.1.1-4.4</p>	<p>NA</p>

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<p><b>Topic: Sales</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Understand tips for sales success.</li> <li>▪ Create a video blog entry about a product or service to practice these tips.</li> </ul>	<p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Demonstrate principles of internal/external customer service</li> <li>▪ Apply industry quality standards and practices</li> </ul>	<p><b>Grades 9-10</b>            RI.9.5.2.2            RI.9.5.4.4            ML.9.9.1.1-2.2            SL.9.9.4.4-5.5            L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b>            RI.11.5.2.2            RI.11.5.4.4            ML.11.9.1.1-2.2            ML.11.9.4.4-5.5            L.11.11.1.1-4.4</p>	<p><b>Data/Probability</b>            9.4.1.1            9.4.1.2            9.4.2.1</p>
<p><b>Topic: Supply Chain</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explore the interconnected links in a supply chain.</li> <li>▪ Define standards for communicating about production.</li> <li>▪ Apply the concept of quality control to practices in the Company.</li> </ul>	<p><b>Social Studies 9-12</b></p> <p>9.2.3.4.1 Explain how the availability of productive resources and technology limits the production of goods and services.</p> <p>9.2.4.5.1 Describe the role of households, businesses and governments in the movement of resources, goods and services, and money in an economy.</p>	<p><b>Grades 9-10</b>            RI.9.5.2.2            RI.9.5.4.4            RI.9.5.7.7            ML.9.9.1.1-2.2            ML.9.9.4.4-5.5            L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b>            RI.11.5.2.2            RI.11.5.4.4            ML.11.9.1.1-2.2            ML.11.9.4.4-5.5            L.11.11.1.1-4.4</p>	<p>NA</p>
<p><b>Meeting Twelve: Liquidate the Company</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Explain and follow the liquidation process.</li> <li>▪ Complete business closing and liquidation tasks, including recordkeeping.</li> <li>▪ Create an annual report.</li> </ul>	<p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Apply professional and ethical standards to workplace conduct</li> <li>▪ Adhere to established laws, policies, and procedures</li> </ul>	<p><b>Grades 9-10</b>            RI.9.5.1.1            RI.9.5.2.2            RI.9.5.4.4            RI.9.5.7.7            W.9.7.2.2            W.9.7.4.4            W.9.7.5.5            W.9.7.6.6            W.9.7.7.7            ML.9.9.1.1-2.2            ML.9.9.4.4-5.5            L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b>            RI.11.5.1.1            RI.11.5.2.2            RI.11.5.4.4            W.11.7.2.2            W.11.7.4.4            W.11.7.5.5            W.11.7.6.6            W.11.7.7.7            ML.11.9.1.1-2.2            ML.11.9.4.4-5.5            L.11.11.1.1-4.4</p>	<p><b>Algebra</b>            9.2.1.1            9.2.1.4</p> <p><b>Data/Probability</b>            9.4.1.1            9.4.1.2            9.4.2.1</p>

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<p><b>Meeting Thirteen: Create a Personal Action Plan</b></p> <p><b>Objectives:</b></p> <p>The students will:</p> <ul style="list-style-type: none"> <li>▪ Understand the importance of networking.</li> <li>▪ Complete a personal action plan.</li> <li>▪ Explore potential career options.</li> </ul>	<p><b>NOCTI Workplace Readiness</b></p> <ul style="list-style-type: none"> <li>▪ Develop a career plan</li> <li>▪ Seek employment</li> <li>▪ Demonstrate employability skills needed to keep a job</li> <li>▪ Demonstrate personal qualities appropriate to the work environment</li> <li>▪ Assess alternative occupational opportunities (e.g., working conditions, benefits, and opportunities for change)</li> </ul>	<p><b>Grades 9-10</b></p> <p>RI.9.5.2.2            RI.9.5.4.4            W.9.7.2.2            W.9.7.4.4            W.9.7.5.5            W.9.7.6.6            W.9.7.7.7            ML.9.9.1.1-6.6            L.9.11.1.1-4.4</p> <p><b>Grades 11-12</b></p> <p>RI.11.5.2.2            RI.11.5.4.4            W.11.7.2.2            W.11.7.4.4            W.11.7.5.5            W.11.7.6.6            W.11.7.7.7            ML.11.9.1.1-6.6            L.11.11.1.1-4.4</p>	NA