



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

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Minnesota K-12 Academic Standards
Common Core State Standards Included

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JA Titan

Session Descriptions	Key Learning Objectives	ELA	Math	Social Studies
<p>Session One: How Much? How Many? Students explore how price and production can affect business performance.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Explain how product price makes an impact on profits ▪ Describe how production can affect price, sales, and profit <p>Concepts: assembly line, break- even point, business management, fixed costs, law of diminishing returns, loss, price, product, production, profit, resources, variable costs</p> <p>Skills: data analysis, decision- making, mathematical skills, oral communication, working in groups</p>	<p>Grades 9-10 RI.9-10.2 RI.9-10.4 RI.9-10.8 SL.9-10.1-4 SL.9-10.6 L.9-10.1 L.9-10.4 L.9-10.6</p> <p>Grades 11-12 RI.11-12.2 RI.11-12.4 SL.11-12.1-4 SL.11-12.6 L.11-12.1 L.11-12.3-4 L.11-12.6</p>	<p>NA</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.1 9.1.1.1.3 9.1.2.2.2 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 9.2.4.5.3 9.2.4.5.4</p>
<p>Session Two: How Much? How Many?–The Simulation Students make decisions about price and production levels using the JA Titan computer simulation.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Make informed business price and production decisions <p>Concepts: business management, fixed costs, law of diminishing returns, price, production, variable costs</p> <p>Skills: data analysis, decision- making, mathematical skills, oral communication, working in groups</p>	<p>Grades 9-10 RI.9-10.2 RI.9-10.4 RI.9-10.8</p> <p>Grades 11-12 RI.11-12.4 SL.11-12.2 L.11-12.6</p>	<p>Data Analysis & Probability Grades 9-10 9.4.1.1 9.4.2.1 9.4.2.2</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.1 9.1.1.1.3 9.1.2.2.2 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 9.2.4.5.3 9.2.4.5.4</p>

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<p>Session Three: Cutting Edge Students design a marketing plan.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Explore why a business conducts research and development ▪ Explain how businesses determine their target markets and conduct market research ▪ Explain how marketing affects sales ▪ Identify key marketing strategies <p>Concepts: demographics, four P's of marketing, market research, marketing, product life cycle, research and development, target market</p> <p>Skills: analyzing information, critical thinking, decision- making, mathematical skills, oral communication, planning, working in groups</p>	<p>Grades 9-10 W.9-10.2 W.9-10.4 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>Grades 11-12 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>Data Analysis & Probability Grades 9-10 9.4.1.1</p>	<p>Citizenship & Government Grades 9-10 9.1.1.1.1 9.1.1.1.3 9.1.2.2.2 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 9.2.4.5.3 9.2.4.5.4</p>
<p>Session Four: Cutting Edge – The Simulation Students make decisions about price, production, and research and development using the JA Titan computer simulation.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Make informed research and development and marketing decisions <p>Concepts: demographics, four P's of marketing, market research, marketing, price, production, product life cycle, research and development, target market</p> <p>Skills: analyzing information, critical thinking, decision- making, mathematical skills, oral communication, planning, working in groups</p>	<p>Grades 9-10 RI.9-10.2 RI.9-10.4 RI.9-10.8</p> <p>Grades 11-12 RI.11-12.4 SL.11-12.2 L.11-12.6</p>	<p>Data Analysis & Probability Grades 9-10 9.4.1.1 9.4.2.1 9.4.2.2</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.1 9.1.1.1.3 9.1.2.2.2 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 9.2.4.5.3 9.2.4.5.4</p>

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<p>Session Five: Make an Investment Students solicit capital investment.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Discuss reasons that businesses use different capital investment strategies ▪ Make recommendations for capital investment based on set parameters ▪ Define charitable giving and explain why businesses make decisions to share their resources <p>Concepts: business management, capital investment, cash flow, charitable giving, investors</p> <p>Skills: analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, working in groups</p>	<p>Grades 9-10 RI.9-10.2 RI.9-10.4 W.9-10.2 W.9-10.7 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>Grades 11-12 RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>NA</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.1 9.1.1.1.3 9.1.2.2.2 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 9.2.4.5.3 9.2.4.5.4 9.2.4.7.2</p>
<p>Session Six: Make an Investment– The Simulation Students make decisions about capital investment, price, production, research and development, and charitable giving using the JA Titan computer simulation.</p>	<p>Objectives: The students will:</p> <ul style="list-style-type: none"> ▪ Make business decisions by applying their knowledge to a business simulation ▪ Use what they have learned about price, production, research and development, marketing, capital investment, and charitable giving to make business decisions using the JA Titan computer simulation <p>Concepts: business management, capital investment, cash flow, charitable giving, demographics, four P’s of marketing, market research, marketing, price, production, product life cycle, research and development, target market</p> <p>Skills: analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, planning, working in groups</p>	<p>Grades 9-10 RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>Grades 11-12 RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>Data Analysis & Probability Grades 9-10 9.4.1.1 9.4.2.1 9.4.2.2</p>	<p>Citizenship & Govt. Grades 9-10 9.1.1.1.1 9.1.1.1.3 9.1.2.2.2 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 9.2.4.5.3 9.2.4.5.4 9.2.4.7.2</p>

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<p>Session Seven: JA Titan of Industry—The Competition</p> <p>Students make decisions about capital investment, price, production, research and development, and charitable giving using the JA Titan computer simulation.</p>	<p>Objectives:</p> <p>The students will:</p> <ul style="list-style-type: none"> ▪ Demonstrate how business decisions affect business performance ▪ React appropriately to decisions made by other businesses <p>Concepts: business management, capital investment, cash flow, charitable giving, demographics, four P’s of marketing, market research, marketing, price, production, product life cycle, research and development, target market</p> <p>Skills: analyzing information, critical thinking, data analysis, decision-making, mathematical skills, oral communication, planning, working in groups</p>	<p>Grades 9-10</p> <p>RI.9-10.2 RI.9-10.4 RI.9-10.8 W.9-10.2 W.9-10.4 W.9-10.7-8 SL.9-10.1-4 SL.9-10.6 L.9-10.1-2 L.9-10.4 L.9-10.6</p> <p>Grades 11-12</p> <p>RI-11-12.2 RI-11-12.4 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6 W.11-12.2 W.11-12.4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6</p>	<p>Data Analysis & Probability</p> <p>Grades 9-10</p> <p>9.4.1.1 9.4.2.1 9.4.2.2</p>	<p>Citizenship & Govt.</p> <p>Grades 9-10</p> <p>9.1.1.1.1 9.1.1.1.3 9.1.2.2.2 9.1.3.4.5</p> <p>Economics</p> <p>Grades 9-10</p> <p>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 9.2.4.5.3 9.2.4.5.4 9.2.4.7.2</p>