

Scope and Sequence

Junior Achievement uses hands-on experiences to help young people understand the economics of life. In partnership with business and educators, Junior Achievement brings the real world to students, opening their minds to their potential.

Content Areas noted signify a program's primary focus; however, each JA program is developed to include all Content Areas.

Primary Implementation

High School Programs	Business	Citizenship	Economics	Entrepreneurship	Ethics/Character	Financial Literacy	Work/Career Life Skills	Classroom Based	After School	Capstone
<p>JA Banks in Action™ teaches high school students the principles of the banking industry and exposes them to the challenges of successfully operating a bank in a competitive environment. Eight required volunteer-led activities.</p> <p>Concepts-Banking, Banking careers, Central bank, Human capital, Interest rates, Liquidity, Long-term deposit products, Long-term loan products, Marketing, Products, Profits, Research and development, Reserve, Reserve requirement, Rule of 72, Services, Short-term deposit products, Short-term loan products, Spread</p> <p>Skills-Active listening, Analyzing information, Computer, Computing, Cost-benefit analysis, Critical thinking, Data analysis, Decision-making, Following directions, Group discussion, Interpreting information, Math computation, Problem-solving, Public speaking, Reading, Teamwork</p>	●		●					●		
<p>JA Economics™ examines the fundamental concepts of micro-, macro-, and international economics. Eight required volunteer-led activities.</p> <p>Concepts-Advantage, Demand, Economic systems, Exchange rates, Fiscal policy, GDP, Government, Income distribution, Inflation, Investment, Labor, Markets, Opportunity costs, Productivity, Scarcity, Supply, Trade</p> <p>Skills-Applying information, Classifying, Critical thinking, Decision-making, Giving reports, Graphing, Interpreting data, Math computation, Reading, Research, Taking notes, Writing</p>	●		●	●				●		
<p>JA Personal Finance™ helps students make informed decisions about the effective use of income to reach personal financial goals. Eight required volunteer-led activities.</p> <p>Concepts-Budgets, Choices, Consumers, Credit, Income, Economic institutions, Inflation, Government, Insurance, Interest rates, Investment, Money, Opportunity cost, Risk, Saving, Scarcity, Taxes, Wages</p> <p>Skills-Analyzing information, Computer, Conducting research, Decision-making, Following directions, Giving reports, Interpreting data, Math computation, Making observations, Reading, Problem-solving</p>			●			●	●	●		

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<p>JA Success Skills® develops students' interpersonal effectiveness and problem-solving skills necessary for the workplace. Eight required volunteer-led activities.</p> <p>Concepts-Attitude, Building rapport, Business, Careers, Choices, Citizenship, Communication, Ethics, Interpersonal skills, Interviews, Leadership, Opportunity costs, Resumes, Skills, Teamwork</p> <p>Skills-Active listening, Analyzing behavior, Asking questions, Building self-esteem, Consensus building, Encouraging interpersonal relations, Resolving conflict, Role-playing, Teamwork, Using etiquette</p>					●		●	●		
<p>JA Titan™ introduces critical economics and management decisions through an interactive simulation. Seven required volunteer-led sessions.</p> <p>Concepts-Business management, Capital investment, Charitable giving, Demographics, Fixed costs, Four P's of Marketing, Law of diminishing returns, Marketing, Marketing research, Price, Product life cycle, Production, Research and development, Target marketing, Variable costs</p> <p>Skills-Analyzing information, Critical thinking, Data analysis, Decision-making, Mathematical skills, Planning, Reading charts and graphs, Research, Teamwork, Working in groups</p>	●		●				●	●		
<p>JA Company Program™ analyzes and explores personal opportunities and responsibilities within a student-led company. Twelve required volunteer-led meetings.</p> <p>Concepts-Business, Choices, Competition, Division of labor, Entrepreneurship, Expenses, Fixed Costs, Goods, Incentive, Income, Liquidation, Management, Marketing, Parliamentary procedure, Price, Productivity, Profit, Production, Research and development, Services, Stock, Variable costs</p> <p>Skills-Assembling products, Consensus building, Critical thinking, Estimating, Filling out forms, Interpreting data, Math computation, Negotiating, Presenting reports, Problem-solving, Public speaking, Research, Selling, Teamwork</p>	●		●	●		●	●		●	

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High School Programs

JA Job Shadow™ introduces students to careers through one-day, on-site orientations in the workplace. In-school teacher-led activities; pre- and post-onsite experience. (May also be implemented as a middle grades program.)

Concepts-Benefit, Business, Careers, Choices, Competition, Consumers, Cost, Economic systems, Incentives, Income, Investment, Markets, Producers, Productive resources, Specialization, Voluntary exchange

Skills-Analyzing situations, Applying information, Asking questions, Critical thinking, Decision-making, Following directions, Interpersonal skills, Making observations, Taking responsibility, Using etiquette

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