

A Correlation: New Jersey Academic Standards and Junior Achievement High School Programs



Updated October 2022
Common Core State Standards Included

[Social Studies](#)
[Career Readiness, Life Literacies, and Key Skills](#)
[CTE 21st Century Life and Careers Standards](#)

Junior Achievement USA®
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Overview

Junior Achievement programs offer a multidisciplinary approach that connects learning across social studies disciplines, such as economics, geography, history, government, and civics, while incorporating mathematical concepts and reasoning and language arts skills. By design, JA Programs incorporate grade level reading, speaking, and listening skills in all programs and many programs at the High School grade level also offer opportunities to do research, use technology for writing and responding, and practice presentation skills, all while supporting the JA Pillars of Financial Literacy, Work and Career Readiness and Entrepreneurship.

In this document, Junior Achievement programs are correlated to [New Jersey Academic Standards](#) for Social Studies, Career Readiness, Life Literacies, Key Skills, and CTE. This list is not meant to be exhaustive or intended to suggest that a JA program will completely address any given standard but is designed to show how it can enhance or complement efforts to do so. The flexibility of the programs and supplementary materials allow specific content or skills to be addressed in depth by the teacher and/or business volunteer as needed. Alternate delivery methods, such as remote digital delivery and student self-guided options, cover the same learning objectives for social studies standards and the JA Pathway Competencies. However, the varied implementation models may cause slight variation in English Language Arts and Mathematics correlations.

High School Programs

[JA All About Cars™](#) allows students to consider their needs and wants for their first automobile.

[JA Be Entrepreneurial® \(modular\)](#) is a reimagined, modular program that teaches students about the mindset and the skills needed for success by aspiring entrepreneurs and innovators. In JA Creative Problem Solving, students learn and apply design thinking, an innovative process for problem solving used by entrepreneurs (and intrapreneurs).

[JA Career Exploration Fair®](#) is an event where students learn about a range of career options across multiple career clusters.

[JA Career Speaker Series®](#) brings a volunteer guest speaker into the classroom to share information about his or her career, work, and education experience.

[JA Career Success® Blended Model](#) introduces high school students to the workplace as interns of a fictional company, Orbit Boom. They participate in realistic work experiences in multiple departments and concentrate on soft skills and business best practices in the context of realistic scenarios and assignments through both digital and in-class implementation and optional self-guided modules.

[JA Company Program® 2.0](#) empowers high school students to fill a need or solve a problem in their community and teaches them practical skills required to conceptualize, capitalize, and manage their own business venture.

[JA Company Program® Pop Up](#) teaches students how to plan, launch, and operate their own business venture within a structured, guided experience. Throughout the start-up process, students collaborate, make crucial business decisions, practice communication skills, and develop entrepreneurial knowledge and skills. (Grades 6-12)

[JA Excellence Through Ethics®](#) affords **students** the opportunity to learn the importance of ethics and ethical decision-making and how ethical and unethical choices affect everyone in a community.

[JA High School Heroes®](#) provides leadership development opportunities to high school students who deliver JA programs in elementary schools.

[JA Inspire® Virtual](#) is more than a career fair, it brings together the business community and local schools and is designed to help launch students into their futures: high school, college, and careers beyond. Within the virtual experience, students attend webinars and presentations, explore career booths, and interact with career speakers. (Grades 9-12)

[JA It's My Job® \(Soft Skills\)](#) will help students understand the value of professional communication and soft skills, making them more employable to future employers across multiple career clusters.

[JA Job Shadow® Blended Model](#) is a comprehensive experience that helps students design an individualized career path. Supporting blended as well as self-guided activities, JA Job Shadow provides a design-thinking structure for career exploration.

[JA Launch Lesson®](#) is a point-of-entry program delivered by community entrepreneurs. Students gain firsthand knowledge about starting a business and the entrepreneurial journey.

[JA Personal Finance® 2.0](#) allows students to experience the interrelationship between today's financial decisions and future financial freedom.

[JA Take Stock in Your Future®](#) helps students discover the benefits and challenges of investing in the stock market as part of a broader, long-term investment strategy and the risks and rewards of trading.

[JA Titan®](#) introduces critical economics and management decisions through an interactive simulation.

[JA Titan® Blended Model](#) is a simulation-based program in which high school students compete as business CEOs in the phone industry, experiencing firsthand how an organization makes decisions.

JA Titan

Session Descriptions	Social Studies Standards Economics, Innovation and Technology	Career Readiness, Life Literacies, Key Skills, and CTE	Common Core ELA	Common Core Math
Session One: How Much? How Many? Students explore how price and production can affect business performance. Students will: - Explain how product price makes an impact on profits - Describe how production can affect price, sales, and profit	The specialization of labor leads to greater efficiency in the means of production and the circular flow of goods and services between markets through a medium of exchange	9.3.MK.7 Determine and adjust prices to maximize return while maintaining customer perception of value.	Grades 9-10 RI.9-10.2,4,8 SL.9-10.1-4 SL.9-10.6 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,4 W.11-12.2,4 W.11-12.7-8 SL.11-12.1-4 SL.11-12.6 L.11-12.1-4 L.11-12.6	NA
Session Two: How Much? How Many? –The Simulation Students make decisions about price and production levels using the <i>JA Titan</i> computer simulation. Students will: Make informed business price and production decisions	The specialization of labor leads to greater efficiency in the means of production and the circular flow of goods and services between markets through a medium of exchange	9.1.12.PB.2: Prioritize financial decisions by considering alternatives and possible consequences.	Grades 9-10 RI.9-10.4 W.9-10.2 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 L.9-10.4 L.9-10.6 Grades 11-12 RI.11-12.2,4 SL.11-12.1,2,3,4,6 L.11-12.1,2,6 L.11-12.6	Statistics and Probability CC.2.4. HS.B. CC.2.4. HS.B.3 CC.2.4. HS.B.5
Session Three: Cutting Edge Students design a marketing plan. Students will: - 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	Societies make decisions about how to produce and distribute goods and services and these decisions are influenced by the control of the means of production.	9.3.MK.2 Implement marketing research to obtain and evaluate information for the creation of a marketing plan. 9.3.MK.3 Plan, monitor, manage and maintain the use of financial resources for marketing activities. 9.3.MK.4 Plan, monitor and manage the day-to-day activities required for continued marketing business operations.	Grades 9-10 RI.9-10.2,4 W.9-10.2,7 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,4 W.11-12.2,4,7,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,4,6	NA

JA Titan

Session Descriptions	Social Studies Standards	Career Readiness, Life Literacies, Key Skills, and CTE	Common Core ELA	Common Core Math
Session Four: Cutting Edge–The Simulation Students make decisions about price, production, and research and development using the <i>JA Titan</i> computer simulation. Students will: Make informed research and development and marketing decisions	Societies make decisions about how to produce and distribute goods and services and these decisions are influenced by the control of the means of production.	9.3.MK-MGT.1 Plan, organize and lead marketing staff to achieve business goals.	Grades 9-10 RI.9-10.2,4 W.9-10.2,7 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 Grades 11-12 RI-11-12.2,4 W.11-12.2,4,7,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,4,6	Statistics & Probability S-IC S-IC.1 S-IC.6 Mathematical Practices 1-8
Session Five: Make an Investment Students solicit capital investment. Students will: - 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	Advancements in technology and investments in capital goods and human capital increase economic growth and standards of living.	9.1.12.B.2 Compare strategies for saving and investing and the factors that influence how much should be saved or invested to meet financial goals.	Grades 9-10 RI.9-10.2 SL.9-10.1-4 L.9-10.1-2 Grades 11-12 RI-11-12.2 SL.11-12.1-4 L.11-12.1-4	NA
Session Six: Make an Investment–The Simulation Students make decisions about capital investment, price, production, research and development, and charitable giving using the <i>JA Titan</i> computer simulation. Students will: - 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 <i>JA Titan</i> computer simulation	Advancements in technology and investments in capital goods and human capital increase economic growth and standards of living.	9.3.MK.7 Determine and adjust prices to maximize return while maintaining customer perception of value. 9.1.12.D.13 Determine the impact of various market events on stock market prices and on other savings and investments.	Grades 9-10 RI.9-10.2,4 W.9-10.2,7 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 Grades 11-12 RI-11-12.2,4 W.11-12.2,4,7,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,4,6	Statistics and Probability CC.2.4.HS.B. CC.2.4.HS.B.3 CC.2.4.HS.B.5

JA Titan

Session Descriptions	Social Studies Standards	Career Readiness, Life Literacies, Key Skills, and CTE	Common Core ELA	Common Core Math
Session Seven: JA Titan of Industry – The Competition Students make decisions about capital investment, price, production, research and development, and charitable giving using the <i>JA Titan</i> computer simulation. Students will: • Demonstrate how business decisions affect business performance • React appropriately to decisions made by other businesses	Multiple economic indicators are used to measure the health of an economy. Since most choices involve a little more of one thing and a little less of something else, economic decision making includes weighing the additional benefit of the action against the additional cost.	9.1.12.PB.2: Prioritize financial decisions by considering alternatives and possible consequences. 9.3.12.BM-BIM.3 Access, evaluate and disseminate information for business decision-making.	Grades 9-10 RI.9-10.2,4 W.9-10.2,7 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,4 W.11-12.2,4,7,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,4,6	Statistics and Probability CC.2.4.HS.B. CC.2.4.HS.B.3 CC.2.4.HS.B.5

JA Titan Blended Model

Session Details	Social Studies Standards	Career Readiness, Life Literacies, Key Skills, and CTE	Common Core ELA	Common Core Math
Tutorial: Getting Ready for Business* Students are guided through an interactive tour of the JA Titan simulation. They learn about the program's goals and key terms used in the simulation, and how to play JA Titan. Students will: - Recognize and correctly express the program's key terms. - Predict and identify various business trade-offs based on business decisions. - Apply business decisions that indicate an understanding of the importance of profit to the success of a business.	N/A	9.1.12.PB.2: Prioritize financial decisions by considering alternatives and possible consequences. 9.3.12.BM-BIM.3 Access, evaluate and disseminate information for business decision-making.	Grades 9-10 RI.9-10.2,4 W.9-10.4,8 SL.9-10.1,2,4,6 L.9-10.1,2,4,6 Grades 11-12 RI-11-12.2,3,4,7 W.11-12.4,8 SL.11-12.1,2,4,6 L.11-12.1,2,4,6	NA
Competition Prep: Freestyle Exploration Students jump straight into playing the JA Titan simulation. There is no teacher or volunteer led guidance or focus on a business concept. Instead, students learn solely by playing, using the Student Quick Start Guide and Student Activity Sheet. Students will: - Apply the profit equation: profit equals total revenue minus total costs. - Apply the concept of pricing based on costs, productivity, and profit. - Demonstrate an understanding that companies are constrained by limited resources. - Evaluate the possible trade-offs for each business decision before committing to the decision. - Use a budget as a strategy to monitor income, expenses, and other financial records. - Identify potential customers and their preferred phone features to increase profitability. - Identify a new phone feature to be developed to potentially increase profits.	Societies make decisions about how to produce and distribute goods and services and these decisions are influenced by the control of the means of production.	9.3.12.BM-MGT.8 Create strategic plans used to manage business growth, profit and goals. 9.3.12.FN-ACT.3 Process, evaluate and disseminate financial information to assist business decision making.	Grades 9-10 RI.9-10.2,4 W.9-10.4,8 SL.9-10.1,2 L.9-10.1,2,4,6 Grades 11-12 RI-11-12.3,7 W.11-12.4,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,4,6	Math HS 1, 2, 4, 5, 6, 7, 8

JA Titan Blended Model

Session Details	Social Studies Standards	Career Readiness, Life Literacies, Key Skills, and CTE	Common Core ELA	Common Core Math
Competition Prep: How to Play JA Titan Students learn key terms and concepts for the simulation: budget, cash-on-hand, CEO, expenses, income statement, price, and production. Students will: - Express and use the program's key terms. - Use a budget as a strategy to monitor income, expenses, and other financial records. - Demonstrate an understanding that businesses are constrained by limited resources. - Express the importance of profit to the success of a business. - Practice using the features and functionality of the simulation interface.	Societies make decisions about how to produce and distribute goods and services and these decisions are influenced by the control of the means of production.	9.1.12.PB.3: Design a personal budget that will help you reach your long-term and short-term financial goals. 9.1.12.PB.4: Explain how you would revise your budget to accommodate changing circumstances.	Grades 9-10 RI.9-10.4 SL.9-10.1-2 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.3,4 W.11-12.4,8 SL.11-12.1 L.11-12.1,2,3,4,6	Common Core HS Math 1.2.4.5.6.7
Competition Prep: Exploring Production Students focus on the interconnected aspects of profit, price, cost, and production. Students will: - Express the profit equation. - Describe how price is determined by cost plus markup. Express the importance of profit to the success of a business. - Practice using the features and functionality of the simulation interface.	Societies make decisions about how to produce and distribute goods and services and these decisions are influenced by the control of the means of production.	9.3.12.BM-MGT.8 Create strategic plans used to manage business growth, profit and goals.	Grades 9-10 RI.9-10.2,4,8 W.9-10.4,8 SL.9-10.1,2,3,6 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,3,4,7 SL.11-12.1,2,3,6 L.11-12.1,2,4,6	Statistics & Probability CC.2.4.HS.B. CC.2.4.HS.B.3 CC.2.4.HS.B.5 Mathematical Practices 1-8
Competition Prep: Examining R&D and Marketing Students focus on the impact R&D and marketing can have on the product and the profits. Students will: - Describe why R&D and marketing expenses are investments. - Express how R&D and marketing decisions support the success of a company. - Practice using the features and functionality of the simulation interface.	Resources impact what is produced and employment opportunities. Advancements in technology and investments in capital goods and human capital increase economic growth and standards of living.	9.3.MK.2 Implement marketing research to obtain and evaluate information for the creation of a marketing plan.	Grades 9-10 RI.9-10.2,4,8 W.9-10.4 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,3,4,7 W.11-12.4,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,4,6	Mathematical Practices 1-8

JA Titan Blended Model

Session Details	Social Studies Standards	Career Readiness, Life Literacies, Key Skills, and CTE	Common Core ELA	Common Core Math
Competition Prep: Considering Economic Factors Students explore economic circumstances under which they may implement different strategies in preparation of the alternative scenario games available in the simulation. Students will: - Express and use the program's key terms. - Express the importance of profit to a business's success. - Evaluate and select the optimal business-based choices using the resources available. - Recognize that shocks to demand or supply affect business management decisions.	Economic ways of thinking are influenced by economists, economic theories, and economic laws. Multiple economic indicators are used to measure the health of an economy.	9.3.12.BM-MGT.8 Create strategic plans used to manage business growth, profit and goals.	Grades 9-10 RI.9-10.2,4 SL.9-10.2 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,3,4,7 SL.11-12.1,2,3,4,6 L.11-12.1-3	Mathematical Practices 1-8
Competition Prep: Presenting the JA Titan of Business Competition In this game-based session, students compete as businesses to see which will be crowned the JA Titan of Industry. Students will: - Express the importance of profit to the success of a business. - Apply the profit equation: profit equals total revenue minus total costs. - Demonstrate an understanding that companies are constrained by limited resources. - Evaluate the possible trade-offs for each business decision before committing to the decision. - Use a budget as a strategy to monitor income, expenses, and other financial records. - Identify potential customers and their preferred phone features to increase profitability. - Identify a new phone feature to be developed to potentially increase profits. Additionally, depending on the simulation settings selected, students may: - Apply debt financing for profitability. - Express the benefits to a business of making intentional, positive CSR	Since most choices involve a little more of one thing and a little less of something else, economic decision making includes weighing the additional benefit of the action against the additional cost. Multiple economic indicators are used to measure the health of an economy.	9.3.12.BM-MGT.8 Create strategic plans used to manage business growth, profit and goals. 9.3.12.FN-ACT.3 Process, evaluate and disseminate financial information to assist business decision making.	Grades 9-10 RI.9-10.2,4 SL.9-10.2 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,3,4,7 SL.11-12.1,2,3,4,6 L.11-12.1-3	Mathematical Practices 1-8

JA Titan Blended Model

Session Details	Social Studies Standards	Career Readiness, Life Literacies, Key Skills, and CTE	Common Core ELA	Common Core Math
decisions for the business, its employees, and the community.				
Deep Dive: Research & Development* This session provides a deeper exploration and study of R&D concepts. Students will: - Express the importance of R&D to the continued profitability of a business. - Identify a new feature to be developed for a smartphone that would potentially increase profits and practice working through the product design phase.	Resources impact what is produced and employment opportunities	9.3.MK.9 Communicate information about products, services, images and/or ideas to achieve a desired outcome.	Grades 9-10 RI.9-10.2,4,8 W.9-10.2,4,8 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,3,4,7 W.11-12.2,4,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,6	Mathematical Practices 1-8
Deep Dive: Marketing* This session provides a deeper exploration and study of marketing concepts. Students will: - Express the importance of marketing as an investment in the continued profitability of a business. - Apply the Four Ps of Marketing (product, place, price, and promotion) to a marketing plan to potentially increase a company's profits.	Incentives influence choices which result in policy changes.	9.3.MK.2 Implement marketing research to obtain and evaluate information for the creation of a marketing plan. 9.3.MK.3 Plan, monitor, manage and maintain the use of financial resources for marketing activities. 9.3.MK.4 Plan, monitor and manage the day-to-day activities required for continued marketing business operations.	Grades 9-10 RI.9-10.2,4,8 W.9-10.2,4,8 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,3,4,7 W.11-12.2,4,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,6	Mathematical Practices 1-8

JA Titan Blended Model

Session Details	Social Studies Standards	Career Readiness, Life Literacies, Key Skills, and CTE	Common Core ELA	Common Core Math
Deep Dive: Corporate Social Responsibility* In this session, students analyze how a company can be a good community partner and socially responsible, culminating in a case study to explore how investing in CSR and being a good corporate citizen can impact a business and its many stakeholders. Students will: - Express how a business, its employees, and the community all benefit when the business makes intentional, positive CSR decisions. - Resolve an ethical business dilemma between a business's responsibilities of profit versus its responsibilities to various stakeholders, including employees, customers, and the community.	Incentives influence what is distributed and produced in a market system.	9.1.4.E.1 Determine factors that influence consumer decisions related to money.	Grades 9-10 RI.9-10.2,4,8 W.9-10.2,4,7,8 SL.9-10.1,2,3,4,6 L.9-10.1,2,4,6 Grades 11-12 RI.11-12.2,3,4,7 W.11-12.2,4,8 SL.11-12.1,2,3,4,6 L.11-12.1,2,3,6	NA
Deep Dive: Daily Business Operations Speaker Session* In this volunteer-led session, a volunteer presents how his/her own business knowledge applies and relates to the business concepts in the simulation. Students will: Recognize real-world applications of the terms and concepts from the game through a volunteer guest speaker presentation.	N/A	9.1.4.E.1 Determine factors that influence consumer decisions related to money.	Grades 9-10 SL.9-10.1-3 L.9-10.1,2,4,6 Grades 11-12 SL.11-12.1-3 L.11-12.1,2,3,6	NA