

# JA It's My Business! – Blended

Session Details	ME Social Standards	Common Core ELA
<p><b>Session One: Entrepreneurs</b></p> <p>Students learn about the relationship between entrepreneurs, their businesses, and the products and services they offer, then take an entrepreneurial characteristics inventory to assess their own entrepreneurial skills and interests.</p> <p><b>Objectives:</b>            Define entrepreneurship and social entrepreneurship.            Identify entrepreneurial characteristics and recognize strengths and areas of potential growth.</p>	<p>No state standards for this topic, see National Standards at:  <a href="https://www.juniorachievement.org/web/ja-usa/middle-school-state-standard">https://www.juniorachievement.org/web/ja-usa/middle-school-state-standard</a></p>	<p>RI 6.4,7            SL. 6.1-2            SL. 6            L. 6.1-6</p> <p>RI 7.3-4            RI.7.7            SL. 7.1-2            SL. 7.4            L. 7.1-6</p> <p>RI 8.3-4            RI. 8.7            SL. 8.1-2            SL. 8.6            L. 8.1-5</p>
<p><b>Session Two: Market and Need</b></p> <p>Students are introduced to young entrepreneurs who have successfully met an identified market need, and then created a new product to meet the need. Students work in groups to brainstorm current needs within different product categories.</p> <p><b>Objectives:</b></p> <ul style="list-style-type: none"> <li>▪ Define market and need.</li> <li>▪ Describe the importance of identifying market and need when entrepreneurs develop new product ideas.</li> </ul>	<p>No state standards for this topic</p>	<p>RI 6.4,7            SL. 6.1-2            SL. 4            L. 6.1-6</p> <p>RI 7.3-4            RI.7.7            SL. 7.1-2            SL. 7.6            L. 7.1-6</p> <p>RI 8.3-4            RI. 8.7            SL. 8.1-2            SL. 8.4            L. 8.1-5</p>
<p><b>Session Three: Innovative Ideas</b></p> <p>Students learn about innovative idea generation, and examine cutting edge, innovative new products. Working in groups, students brainstorm their own product ideas and use graphic organizers to capture them.</p> <p><b>Objectives:</b></p> <ul style="list-style-type: none"> <li>▪ Participate in creative idea generation, from brainstorming to defending and selecting an idea.</li> <li>▪ Recognize creativity and innovation as necessary entrepreneurial skills for starting a business.</li> </ul>	<p>No state standards for this topic</p>	<p>RI 6.4,7            SL. 6.1-2            SL. 4            L. 6.1-6</p> <p>RI 7.3-4            SL. 7.1-2            SL. 7.64            L. 7.1-6</p> <p>RI 8.4,7            SL. 8.1-2            SL. 8.4            L. 8.1-5</p>

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<p><b>Session Four: Market Research</b> Students learn about the importance of obtaining market feedback about a new product idea. Groups practice developing survey questions, test their questions, and discuss ways to revise their questions to obtain more useful feedback about their product ideas.</p> <p><b>Objectives:</b></p> <ul style="list-style-type: none"> <li>▪ Discuss the importance of market research in the product development process.</li> <li>▪ Describe multiple types of survey questions.</li> </ul>	No state standards for this topic	RI 6.1-2 RI 6.4,7 SL 6.2 SL 6.4 L. 6.1-6  RI 7.1-2 RI.7.4,7 SL 7.2 L. 7.1-6  RI 8.1-2 RI 8.4,7 SL 8.2 L. 8.1-5
<p><b>Session Five: Design and Prototype</b> Students learn about the product design and prototype process. Each student creates a product sketch to showcase their product idea.</p> <p><b>Objectives:</b></p> <ul style="list-style-type: none"> <li>▪ Represent a product idea and its features by using rough sketches and drawings.</li> <li>▪ Recognize sketches as an important first step in the prototype process.</li> </ul>	No state standards for this topic	RI 6.4,7 SL 6.1-2 SL 6.4-7 L. 6.1-6  RI.7.4,7 SL 7.1-2 SL 7.4-5 L. 7.1-6  RI 8.4,7 SL 8.1-2 SL 8.4-5 L. 8.1-5
<p><b>Session Six: Seek Funding</b> Students learn how to plan and deliver a pitch presentation with the intent of attracting potential investors. In a mock competition, groups pitch their product idea to the volunteer and teacher. Guest judge(s) may be invited to award teams with faux start-up funds.</p> <p><b>Objectives:</b></p> <ul style="list-style-type: none"> <li>▪ Discuss the elements that make a strong pitch presentation to potential investors.</li> <li>▪ Work together to create and deliver a product pitch for potential funding.</li> </ul>	C1 b. Describe the functions of economic institutions and economic processes including financial institutions, businesses, government, taxing, and trade.	RI 6.4,7 SL 6.1-2 SL 6.4-6 L. 6.1-4  RI.7.4,7 W. 7.6-7 SL 7.1-2 SL 7.-6 L. 7.1-4  RI 8.3-4 RI 8.7 W 8.7 SL 8.1-2 SL. 8.4-6