

JA Titan Blended Model

Session Details	Social Studies Standards	Essential Skills	Common Core ELA	Common Core Math
<p>Tutorial: Getting Ready for Business*</p> <p>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.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>PFL HS 5.1 a. Recognize the alternatives, consequences, and responsibilities associated with personal financial decisions.</p>	<p>HS.3.6. 1. Make predictions and design data/information collection and analysis strategies. (Entrepreneurial Skills: Inquiry/Analysis)</p> <p>Essential Skills Guidance</p> <p>Engage in novel approaches, moves, directions, ideas, and/or perspectives. (Entrepreneurial Skills)</p>	<p>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</p> <p>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</p>	<p>NA</p>
<p>Competition Prep: Freestyle Exploration</p> <p>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.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>PFL HS 5.1 a. Recognize the alternatives, consequences, and responsibilities associated with personal financial decisions.</p>	<p>HS.3.6. 1. Make predictions and design data/information collection and analysis strategies. (Entrepreneurial Skills: Inquiry/Analysis)</p> <p>Essential Skills Guidance</p> <p>Test hypotheses/prototype with planned process for getting feedback (Entrepreneurial Skills)</p>	<p>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</p> <p>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</p>	<p>Math HS</p> <p>1, 2, 4, 5, 6, 7, 8</p>

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<p>Competition Prep: How to Play JA Titan</p> <p>Students learn key terms and concepts for the simulation: budget, cash-on-hand, CEO, expenses, income statement, price, and production.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>HS 3.1 a. Explain the economic way of thinking: The condition of scarcity requires choice and choice has a cost (opportunity cost).</p> <p>b. Analyze how the principles of economic thinking influence the choices made by individuals, households, businesses, and governments. Including but not limited to:</p> <p>cost vs. benefits, thinking at the margin, incentives matter, trade makes people better off, and future consequences count.</p>	<p>Essential Skills Guidance</p> <p>Innovate from failure, connect learning across domains, and recognize new opportunities (Entrepreneurial Skills)</p>	<p>Grades 9-10 RI.9-10.4 SL.9-10.1-2 L.9-10.1,2,4,6</p> <p>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</p>	<p>Common Core HS Math 1.2.4.5.6.7</p>
<p>Competition Prep: Exploring Production</p> <p>Students focus on the interconnected aspects of profit, price, cost, and production.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>HS 3.1. c. Analyze how factors of production (land, labor, capital) are brought together to produce goods and services in an economic system.</p>	<p>Essential Skills Guidance</p> <p>Test hypotheses/prototype with planned process for getting feedback (Entrepreneurial Skills)</p>	<p>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</p> <p>Grades 11-12 RI.11-12.2,3,4,7 SL.11-12.1,2,3,6 L.11-12.1,2,4,6</p>	<p>Statistics & Probability CC.2.4.HS.B.3 CC.2.4.HS.B.5</p> <p>Mathematical Practices 1-8</p>
<p>Competition Prep: Examining R&D and Marketing</p> <p>Students focus on the impact R&D and marketing can have on the product and the profits.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>HS 3.3. a. Describe how economic indicators provide various perspectives of the health of the economy and vary with the business cycle.</p>	<p>Essential Skills Guidance</p> <p>Engage in novel approaches, moves, directions, ideas, and/or perspectives (Entrepreneurial Skills)</p>	<p>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</p> <p>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</p>	<p>Mathematical Practices 1-8</p>

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<p>Competition Prep: Considering Economic Factors</p> <p>Students explore economic circumstances under which they may implement different strategies in preparation of the alternative scenario games available in the simulation.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>PFL HS 5.4 b. Analyze how financial markets react to changes in market conditions, monetary policy, fiscal policy, and information. For example: the business cycle.</p> <p>PFL HS 5.1 b. Use reliable information resources when making financial decisions.</p>	<p>HS.3.2.3. Interpret information and draw conclusions about markets based on the supply and demand analysis. (Entrepreneurial Skills: Critical Thinking/Problem Solving)Personal Skills</p> <p>Essential Skills Guidance</p> <p>Apply knowledge to set goals, make informed decisions and transfer to new contexts</p> <p>Look for and value in different perspectives expressed by others</p>	<p>Grades 9-10 RI.9-10.2,4 SL.9-10.2 L.9-10.1,2,4,6</p> <p>Grades 11-12 RI-11-12.2,3,4,7 SL.11-12.1,2,3,4,6 L.11-12.1-3</p>	<p>Mathematical Practices</p> <p>1-8</p>
<p>Competition Prep: Presenting the JA Titan of Business Competition</p> <p>In this game-based session, students compete as businesses to see which will be crowned the JA Titan of Industry.</p> <p>Students will, and in some cases may:</p> <ul style="list-style-type: none"> 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. Apply debt financing for profitability. Express the benefits to a business of making intentional, positive CSR decisions for the business, its employees, and the community. 	<p>PFL HS 5.4 a. Select financial investments that align with financial goals, risk tolerance, and personal values at different life stages.</p> <p>b. Analyze how financial markets react to changes in market conditions, monetary policy, fiscal policy, and information. For example: the business cycle</p>	<p>HS.3.6. 1. Make predictions and design data/information collection and analysis strategies. (Entrepreneurial Skills: Inquiry/Analysis)</p> <p>Essential Skills Guidance</p> <p>Apply knowledge to set goals, make informed decisions and transfer to new contexts (Personal Skills)</p> <p>Focus on learning goals by employing motivation and familiar strategies for engagement and evaluate progress, making necessary changes to stay the course (Personal Skills)</p> <p>Evaluate information through the use of technologies (Professional Skills)</p>	<p>Grades 9-10 RI.9-10.2,4 SL.9-10.2 L.9-10.1,2,4,6</p> <p>Grades 11-12 RI-11-12.2,3,4,7 SL.11-12.1,2,3,4,6 L.11-12.1-3</p>	<p>Mathematical Practices</p> <p>1-8</p>

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<p>Deep Dive: Research & Development*</p> <p>This session provides a deeper exploration and study of R&D concepts.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>PFL HS 5.4 a. Select financial investments that align with financial goals, risk tolerance, and personal values at different life stages.</p>	<p>Essential Skills Guidance</p> <p>Make connections between information gathered and personal experiences to apply and/or test solutions (Entrepreneurial Skills)</p> <p>Engage in novel approaches, moves, directions, ideas, and/or perspectives (Entrepreneurial Skills)</p>	<p>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</p> <p>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</p>	<p>Mathematical Practices 1-8</p>
<p>Deep Dive: Marketing*</p> <p>This session provides a deeper exploration and study of marketing concepts.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>PFL HS 5.4 a. Select financial investments that align with financial goals, risk tolerance, and personal values at different life stages.</p>	<p>Essential Skills Guidance</p> <p>Make connections between information gathered and personal experiences to apply and/or test solutions (Entrepreneurial Skills)</p> <p>Engage in novel approaches, moves, directions, ideas, and/or perspectives (Entrepreneurial Skills)</p>	<p>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</p> <p>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</p>	<p>Mathematical Practices 1-8</p>
<p>Deep Dive: Corporate Social Responsibility*</p> <p>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.</p> <p>Students will:</p> <ul style="list-style-type: none"> 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. 	<p>HS 3.3. c. Explore how all policies have costs and benefits that impact participants of an economic system in different ways.</p>	<p>Essential Skills Guidance</p> <p>"Focus on learning goals by employing motivation and familiar strategies for engagement and evaluate progress, making necessary changes to stay the course" (Professional Skills)</p>	<p>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</p> <p>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</p>	<p>NA</p>

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<p>Deep Dive: Daily Business Operations Speaker Session*</p> <p>In this volunteer-led session, a volunteer presents how his/her own business knowledge applies and relates to the business concepts in the simulation.</p> <p>Students will:</p> <ul style="list-style-type: none"> Recognize real-world applications of the terms and concepts from the game through a volunteer guest speaker presentation. 	<p>PFL HS 5.1 a. Recognize the alternatives, consequences, and responsibilities associated with personal financial decisions.</p>	<p>Essential Skills Guidance</p> <p>Look for and value in different perspectives expressed by others (Personal Skills)</p>	<p>Grades 9-10 SL.9-10.1-3 L.9-10.1,2,4,6</p> <p>Grades 11-12 SL.11-12.1-3 L.11-12.1,2,3,6</p>	<p>NA</p>