

JA Company Program®

JA Company Program meets the after-school programming needs of a diverse group of students by providing engaging, academically challenging, and experiential learning sessions in economic education.

The following key concepts will be presented:

- Company structure and each student's role within the company
- Company capitalization
- Customer-product focus
- Product-market pricing
- Company operations
- Product sales
- Individual entrepreneurial plans
- Company liquidation

Meeting Titles and Summaries

Meeting One—

Students work together to establish an effective and efficient team environment, while outlining specific leadership roles for the future company. Students create values and standards for the company and explore its vision, mission, and goals.

Meeting Two—

Working as a company, students conduct officer elections and learn about each department's specific responsibilities during the Operation and Liquidation Phases.

Meeting Three—

The company enters the Context Phase of the program. During this phase, students use tools such as market surveys and cost-benefit analysis to determine potential products for their target market.

Meeting Four—

The company enters the Deal Phase of the program. During this phase, students select the top two or three product options for cost-benefit analysis.

Meeting Five—

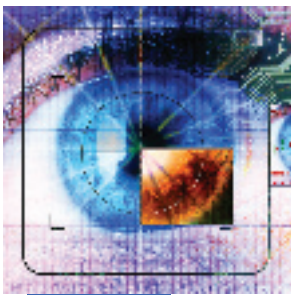
The company enters the Business Opportunity Phase of the program. Students host a Board of Directors meeting to approve the company's Business Plan, review implementation strategies, and accept the company Charter.

Meeting Six—

Materials needed for product production are ordered, and the company Business Plan is implemented. Students may take part in an extended learning opportunity.

Meeting Seven—

Students continue to operate the company.

**Meeting Eight—**

Students continue to operate the company and produce and sell its product. They learn about specific sales techniques that will assist them in reaching their sales goals.

Meeting Nine—

Students hold department meetings to share best practices and propose changes to current company operations.

Meeting Ten—

Students begin to finalize production, assess excess inventory, and prepare for the Board of Directors liquidation meeting.

Meeting Eleven—

Students explore Next Steps and learn how to apply what they have learned as a company to personal entrepreneurial pursuits.

Meeting Twelve—

Students conduct the final Board of Directors liquidation meeting and approve the Annual Report.

JA Worldwide gratefully acknowledges the Office of Juvenile Justice and Delinquency Prevention for its dedication to the development and implementation of JA Afterschool™ Programs. Grant No. 2004-JL-FX-K001, awarded by the Office of Juvenile Justice and Delinquency Prevention, Office of Justice Programs, and U.S. Department of Justice, supported this project. Points of view or opinions in this document are those of the author and do not necessarily represent the official position or policies of the U.S. Department of Justice.

Junior Achievement® – Bringing the “Business of Life” to Life

Join Junior Achievement's global network of more than 287,000 volunteers and help students in your community connect the dots between what they learn in school and the “business of life”—work readiness, entrepreneurship, and financial literacy.

JA's Turn-Key Volunteer Solution:

1. Personalized Placement

JA works with you to ensure you teach at the location and grade level of your choice.

2. Comprehensive Training

JA staff provides training so you are comfortable visiting the classroom. You will be trained in classroom management, understanding and relaying the JA curriculum, working with the classroom teacher, and communicating effectively with students.

JA Company Program®

Working together, students develop their own business and sell its product through stock certificates. *JA Company Program* engages students in a real-world enterprise.



3. Minimal Time Commitment
The time commitment is minimal compared to the significant impact you make. High school-level classes include six 45-minute sessions.

And, JA provides you with a kit containing all of the session plans and student materials you'll need to make every minute count.

4. JA Staff Follow-Up and Support
JA staff is available to answer your questions or make suggestions pertaining to your volunteer assignment.

Guide for Volunteers and Teachers
Provides lesson plans and teaching tips.



Student Workbook
An in-class and take-home reference tool for students to follow along and complete with each session.



Certificate of Achievement
Given to students in recognition of their participation.



Blackline Master Packet
Includes hard copies of the documents provided on the CD-ROM.



Department Overview Poster
Provides an overview of each position in the company.



Program Timeline Poster
Offers a step-by-step guide to running a business.



Business Opportunity Poster
Demonstrates how a business opportunity is formed when people, context, and a deal are in place to sustain the Business Opportunity Phase.



Job Application Pad
Teaches students to fill out an application for the position they are interested in.



Stock Certificate
Represents part ownership in the company.



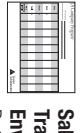
Charter
The company document that defines its rights and privileges.



Stockholder Record
Contains original copies of the stock certificates.



Sales Order Form
Helps the company and customer track product orders.



Sales Tracking Envelopes
Details products that have been sold.



Product Labels
Used to identify company inventory.



Sales Order Envelopes
Tracks inventory in the possession of employees and records individual sales and commissions.



Junior Achievement®

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