

JA Economics for Success®

Middle School

A Economics for Success provides practical information about personal finance and the importance of identifying education and career goals based on a student's skills, interests, and values. *JA Economics for Success* consists of six 45-minute lessons.

Following participation in the program, students will be able to explore their skills, interests, values, and the world of work to make informed education, career, and life decisions. The program also will expand their knowledge of personal finance—including smart budgeting, wise credit use, and minimizing financial risk—so they can apply strong financial management skills regardless of their income.

Session One: Mirror, Mirror

Students make choices to better understand the concept of self-knowledge—the awareness of their skills, interests, and values—as they consider education, careers, and other life choices.

Session Two: Be a Success

Students learn how to set goals for their financial future. They play the Be a Success Game to see the connection between personal finance, education, and careers.

Session Three: Keeping Your Balance

Students receive Occupation Cards and observe how different jobs provide different monthly salaries. Based on those monthly salaries, students evaluate the opportunity costs when making budget decisions.

Session Four: Savvy Shopper

Students examine how consumers pay for goods and services. They discuss the advantages and disadvantages of using debit and credit cards.

Session Five: Keeping Score

Students examine how a credit score is determined and learn about the positive and negative consequences of a credit report.

Session Six: What's the Risk?

Students demonstrate that life involves risk and that insurance helps to reduce the financial consequences of loss or injury.

Key Learning Objectives

The students will be able to:

- Use personal reflection to explain self-knowledge.
- Apply their skills, interests, and values to help determine a potential career path.

Key Learning Objectives

The students will be able to:

- Identify the connection between goal-setting, personal finance, education, and career choices.
- Apply decision-making to education and career decisions.

Key Learning Objectives

The students will be able to:

- Recognize that a balanced budget is important for workers of all income levels.
- Differentiate between gross and net income.
- Name ways to balance a budget.

Key Learning Objectives

The students will be able to:

- Identify the differences between debit and credit cards.
- Explain the advantages and disadvantages of both cards.
- Recognize the importance of taking personal responsibility for financial decisions.

Key Learning Objectives

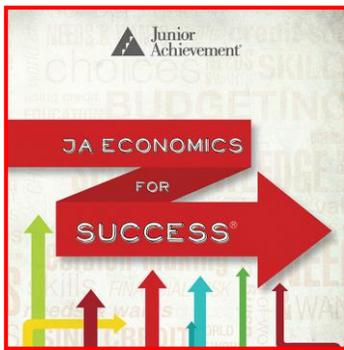
The students will be able to:

- Describe the favorable or unfavorable outcomes of a personal credit score.
- Explain actions that cause a credit score to go up or down.

Key Learning Objectives

The students will be able to:

- Explore the cost and consequence of risk.
- Explain how insurance provides a method to minimize financial risk.
- Identify the opportunity cost of having insurance.
- Assess how personal responsibility plays a part in minimizing risk.



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Tips for Junior Achievement Volunteers:

Session One Tips:

Utilize the whiteboard or chalkboard to draw the self-knowledge triangle. Ask students to come up and write some of their skills, interests, and values at the corners of the triangle that they apply to. Once there are several words written, use that to demonstrate where careers can fall into those categories and how careers can intersect a person's skills, interests, and values.

Session Two Tips:

Break up "Be a Success" cards beforehand. Use bags to separate cards, game pieces, and die for each team to distribute. Before explaining the game, hang up a game board and use it as a prop to show the class how to play. Give the students the opportunity to ask any questions before you hand out the game board and pieces to ensure understanding. Have your teacher help students by walking around and answering questions as the groups are playing.

Session Three Tips:

Make copies of the suggested budget percentages on page 51 of the volunteer guide for the students to use when calculating their budget amounts.

Session Four Tips:

Offer an incentive to the teams who earn the most points from correct answers. Call out when they have 2 minutes left, 1 minute left, and 30 seconds left.

Session Five Tips:

Separate "Keeping Score" game cards before teaching the lesson. Play and understand the game yourself before teaching the session. When explaining the game to the students, play a round with 3 students and yourself in front of the class and allow for students to ask questions to ensure understanding.

Session Six Tips:

Use small candies such as M&Ms, Skittles, or Starbursts for students to mark their Bingo cards. Remember to be sensitive to situations where students or their families may not have insurance.

General Suggestions:

Students will display a variety of attitudes, and can be quite candid. It's best to use a calm, non-judgmental response when students need to be redirected. Care about the students as individuals. Learn their names, remember what they say, look them in the eye, and express that you believe each student is capable of success.

JA Day Tips:

JA sessions should comprise the entire school day. To assist you in planning your JA Day, prepare the extended activities to ensure you have activities for the entire day and utilize them if you finish your sessions early. It is important to monitor your time to ensure all 6 sessions are completed in the day. Discuss the activities with the teacher before you begin teaching so that the teacher can aid in time management. Wait until the end of the day to pass out any take home items (newsletters, postcards with magnets, etc.).

JA programs are correlated to Arizona's College and Career Ready Standards in English Language Arts and Mathematics and Arizona K-12 Academic Standards in Social Studies. Additional national correlations can be found at www.ja.org.