

JA Global Marketplace®

Middle School



Through hands-on activities, *JA Global Marketplace* provides practical information about the key aspects of the global economy, what makes world trade work, and how trade affects students' daily lives. *JA Global Marketplace* consists of six 45 minute volunteer led sessions and is recommended for grades 6 through 8.

Following Participation in this program, students will be able to identify imports and exports, gather information utilizing globes, maps and charts, understand the importance of domestic and international trade, and highlight cultural differences that can affect business practices.

Session One: "X" Marks the Spot

Working in groups to identify import items found throughout the classroom, students begin to recognize that trade with other countries affects their daily lives. Students understand that international trade occurs when nations want or need resources or services from other countries because they themselves cannot satisfy those needs and wants at reasonable costs.

Session Two: You Be the Judge

Students learn that nations use several methods to increase their trade benefits. Agreements with one or more countries often are made to facilitate trade and avoid conflict.

Session Three: Let's Make a Deal

Students work in groups to identify and understand the business practices used in other countries. Students discover that business practices vary from country to country and that understanding these practices can have a positive impact on trade.

Session Four: People Power

Students discover how the movement and settlement of people facilitates international trade. They discuss examples of immigration and, through creative activities, gain insight into the lives of immigrants. They learn that economic opportunity often is the driving force behind immigration and global trade.

Session Five: World of Words

Students discover how advances in communication and transportation have improved productivity and facilitated world trade. From moveable type to the Internet, students trace the international flow of information and its impact on world economies.

Session Six: World of Money

Students will learn that countries have different currencies with different values. To purchase goods from another country, it usually is necessary to use that country's currency. Some European countries have facilitated the exchange process by adopting the euro as a common currency.

Key Learning Objectives

The students will be able to:

- Define trade.
- Explain why countries trade with one another.
- List at least five products or items imported from other countries and locate those countries on a world map.

Key Learning Objectives

The students will be able to:

- Identify quotas, tariffs, subsidies, embargoes, and standards as trade barriers governments use to control trade and increase benefits for their countries.
- Describe how multilateral agreements can facilitate trade.
- Describe how the World Trade Organization (WTO) functions as a court to help nations settle trade disagreements.

Key Learning Objectives

The students will be able to:

- Explain how cultural aspects of business vary from country to country.
- Develop group plans to create a food franchise by learning about the business practices of select countries.

Key Learning Objectives

The students will be able to:

- Describe reasons why people move from one country to another, particularly those seeking economic opportunity.
- Give examples of contributions immigrants bring to the new countries and the hardships newcomers often endure.
- Identify global trade and immigration as a means of international exchange of human resources.

Key Learning Objectives

The students will be able to:

- Describe how improvements in technology and transportation and the sharing of ideas have impacted the flow of information and increased productivity.
- Calculate productivity.
- List examples of technological developments throughout history.

Key Learning Objectives

The students will be able to:

- Explain why international trade requires an exchange of currency.
- Convert U.S. dollars into another currency using an exchange rate.



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Teaching Tips for Junior Achievement Volunteers

Session One Tips:

Consider taking a few minutes to ask about the students' interests and goals to establish a rapport with them. Watch your time carefully when introducing this lesson. Cover trade, import, and export which are essential to the activity and leave the other concepts covered in the introduction for the Summary and Review portion of the lesson.

Session Two Tips:

Remind students to use the glossary in their workbooks when reviewing the trade dispute cards. To help keep students on task, write the group expectations on the board.

Session Three Tips:

Consider visiting multiple fast-food websites, such as McDonald's corporate website, to see how various franchises adapt to other cultures and customs. Help students understand that in business, you must understand and respect the business practices of other countries and cultures.

Session Four Tips:

Immigration is often a controversial political topic. With extra sensitivity and intense focus on the learning objectives, you can deliver a great lesson to help students develop broad perspectives on global trade and immigration. If the discussion gets off-track, kindly redirect students back to the learning objectives. Remember that some students may have personal experience with immigration that was not positive and was beyond their control. When discussing other countries, ask about experiences and avoid assumptions. Have the teacher preview this story and determine if adapting the lesson is needed.

Session Five Tips:

Consider asking groups to rank their lists before reporting to the class. This will help the groups organize their recommendations before sharing with the class. Templates are available at www.jabrand.org/volunteers/customizable-program-certs/ to help you prepare Certificates of Achievement before session 5 or you can handwrite the students' names on certificates.

Session Six Tips:

If the technology is available, you may wish to project an internet site (there are many) that helps convert currency and provides the most current information.

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 learning opportunities 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