Session Two—What's My Business?: Students select a product
service for a business venture.
Session Three—Who's My Customer?: Students examine how market needs and demographics contribute to successful entrepreneurial ventures.
<b>Session Four—What's My Advantage?:</b> Students learn the importance of intentionally selecting and applying competitive advantages.
 <b>Session Five—Competitive Advantages:</b> Students apply competitive advantages to entrepreneurial ventures.
Session Six—Ethics Are Good for Business: Students consider consequences in making ethical business decisions.
Session Seven—The Business Plan: Students apply the six elements of successful start-ups to their business plan.

Session One-Introduction to Entrepreneurship: Students begin

### **Common Core State Standards Grade 9-10**

# RI. Reading: informational text

<del>-</del>							
RI.9-10.2 Determine a central idea of a text and analyze its development over the course of the text, including how it emerges and is shaped and refined by specific details; provide an objective summary of the text.		X	х	X	x	Х	х
RI.9-10.4 Determine the meaning of words and phrases as they are used in a text, including figurative, connotative, and technical meanings; analyze the cumulative impact of specific word choices on meaning and tone.	х	X	х	X	x	Х	х
RI.9-10.8 Delineate and evaluate the argument and specific claims in a text, assessing whether the reasoning is valid and the evidence is relevant and sufficient; identify false statements and fallacious reasoning.			х		х	Х	

# W. Writing Standards

W.9-10.2 Write informative/explanatory texts to examine and convey complex ideas, concepts, and information clearly and accurately through the effective selection, organization, and analysis of content.		х	х	х	х	х
W.9-10.4 Produce clear and coherent writing in which the development, organization, and style are appropriate to task, purpose, and audience.		х	х	х	Х	х
W.9-10.7 Conduct short as well as more sustained research projects to answer a question (including a self- generated question) or solve a problem; narrow or broaden the inquiry when appropriate; synthesize multiple sources on the subject, demonstrating understanding of the subject under investigation.	х	х	х			х

# SL. Speaking and Listening Standards

SL.9-10.1 Initiate and participate effectively in a range of collaborative discussions (one-on-one, in groups, and teacher-led) with diverse partners on grades 9-10 topics, texts, and issues, building on others' ideas and expressing their own clearly and persuasively.	х	x	x	х	х	х	x
SL.9-10.2 Integrate multiple sources of information presented in diverse media or formats (e.g., visually, quantitatively, orally), evaluating the credibility and accuracy of each source.	х	х	х	х			х
SL.9-10.3 Evaluate a speaker's point of view, reasoning, and use of evidence and rhetoric, identifying any fallacious reasoning or exaggerated or distorted evidence.		х		х			Х
SL.9-10.4 Present information, findings, and supporting evidence clearly, concisely, and logically such that listeners can follow the line of reasoning; and the organization, development, substance, and style are appropriate to purpose, audience, and task.	х	х	х	х	Х	х	х
SL.9-10.6 Adapt speech to a variety of contexts and tasks, demonstrating command of formal		Х	Х			х	Х

## L. Language Standards

L.9-10.1 Demonstrate command of the conventions of standard English grammar and usage when writing or speaking.	х	X	х	Х	х	Х	х
L.9-10.2 Demonstrate command of the conventions of standard English capitalization, punctuation, and spelling when writing.	х	х	х	Х	х	Х	х



Session One—Introduction to Entrepreneurship: Students begin the process to select a product or service for a business venture.	<ul> <li>Session I wo—What's My Business ?: Students select a product or service for a business venture.</li> <li>Session Three—Who's My Customer?: Students examine how market needs and demographics contribute to successful entrepreneurial ventures.</li> </ul>	Session Four—What's My Advantage?: Students learn the importance of intentionally selecting and applying competitive advantages.	Session Five—Competitive Advantages: Students apply competitive advantages to entrepreneurial ventures.	Session Six—Ethics Are Good for Business: Students consider consequences in making ethical business decisions.	Session Seven—The Business Plan: Students apply the six	
---	--	--	---	--	---	--

Common Core Standards Grades 9-10 cont.							
L.9-10.3 Apply knowledge of language to understand how language functions in different contexts, to make effective choices for meaning or style, and to comprehend more fully when reading or listening.	х	х	х	х	х	х	х
L.9-10.4 Determine or clarify the meaning of unknown and multiple-meaning words and phrases based on grades 9-10 reading and content, choosing flexibly from a range of strategies.	х	х	х	х	х	х	Х
L.9-10.6 Acquire and use accurately general academic and domain-specific words and phrases, sufficient for reading, writing, speaking, and listening at the college and career readiness level; demonstrate independence in gathering vocabulary knowledge when considering a word or phrase important to comprehension or expression.	х	x	x	x	x	х	х
RH. Reading Standards for Literacy in History/Social Studies							
RH.9-10.2 Determine the central ideas or information of a primary or secondary source; provide an accurate summary of how key events or ideas develop over the course of the text.		Х	х	Х	Х	Х	Х
RH. 9-10.4 Determine the meaning of words and phrases as they are used in a text, including vocabulary describing political, social, or economic aspects of history/social studies.	Х	Х	Х	Х	Х	Х	Х
RH. 9-10.5 Analyze how a text uses structure to emphasize key points or advance an explanation or analysis.		Х	X	X		Х	
RH.9-10.8 Assess the extent to which the reasoning and evidence in a text support the author's claims.	Х	Х	Х	X		х	
RH.9-10.9 Compare and contrast treatments of the same topic in several primary and secondary	v	v					

### **Common Core State Standards Grades 11-12**

### RI. Reading: informational text

sources.

The reducing informational toxt							
RI.11-12.2 Determine two or more central ideas of a text and analyze their development over the course of the text, including how they interact and build on one another to provide a complex analysis; provide an objective summary of the text.	х	х	х	х	х	Х	х
RI.11-12.4 Determine the meaning of words and phrases as they are used in a text, including figurative, connotative, and technical meanings; analyze how an author uses and refines the meaning of a key term or terms over the course of a text.	х	х	х	х	x	Х	х
RI.11-12.8 Delineate and evaluate the argument and specific claims in a text, assessing whether the reasoning is valid and the evidence is relevant and sufficient; identify false statements and fallacious reasoning.			х			х	

### W. Writing Standards

W.11-12.2 Write informative/explanatory texts to examine and convey complex ideas, concepts, and information clearly and accurately through the effective selection, organization, and analysis of content.		х	х	х	х	x	
W.11-12.4 Produce clear and coherent writing in which the development, organization, and style are appropriate to task, purpose, and audience.	х	х	х	х	Х	х	



A Correlation:  JA Be Entrepreneurial®  and  Common Core Standards in  English Language Arts	Session One—Introduction to Entrepreneurship: Stu the process to select a product or service for a business	Session Two—What's My Business?: Students select service for a business venture.	Session Three—Who's My Customer?: Students examarket needs and demographics contribute to successfuentrepreneurial ventures.	Session Four—What's My Advantage?: Students lear importance of intentionally selecting and applying comperations.	Session Five—Competitive Advantages: Students approximation competitive advantages to entrepreneurial ventures.	Session Six—Ethics Are Good for Business: Student consequences in making ethical business decisions.	Session Seven—The Business Plan: Students apply the elements of successful start-ups to their business plan.
Common Core State Standards Grades 11-12 cont.							
W. 11-12.7 Conduct short as well as more sustained research projects to answer a question (including a self-generated question) or solve a problem; narrow or broaden the inquiry when appropriate; synthesize multiple sources on the subject, demonstrating understanding of the subject under investigation.		х	х				х
SL. Speaking and Listening Standards							
SL.11-12.1 Initiate and participate effectively in a range of collaborative discussions (one-on-one, in groups, and teacher-led) with diverse partners on grades 11–12 topics, texts, and issues, building on others' ideas and expressing their own clearly and persuasively.	х	x	x	x	x	х	х
SL.11-12.2 Integrate multiple sources of information presented in diverse formats and media (e.g., visually, quantitatively, orally) in order to make informed decisions and solve problems, evaluating the credibility and accuracy of each source and noting any discrepancies among the data.	х	х	х	х	х		х
SL.11-12.3 Evaluate a speaker's point of view, reasoning, and use of evidence and rhetoric, assessing the stance, premises, links among ideas, word choice, points of emphasis, and tone used.	х	х		х		х	х
SL.11-12.4 Present information, findings, and supporting evidence, conveying a clear and distinct perspective, such that listeners can follow the line of reasoning, alternative or opposing perspectives are addressed, and the organization, development, substance, and style are appropriate to purpose, audience, and a range of formal and informal tasks.	х	x	х	x		х	х
SL.11-12.6 Adapt speech to a variety of contexts and tasks, demonstrating a command of formal English when indicated or appropriate.		Х			Х	х	х
L. Language Standards							
L.11-12.1 Demonstrate command of the conventions of standard English grammar and usage when writing or speaking.	х	Х	Х	х	Х	х	х
L.11-12.2 Demonstrate command of the conventions of standard English capitalization, punctuation, and spelling when writing.	Х	X	х	х	х	x	x
L.11-12.3 Apply knowledge of language to understand how language functions in different contexts, to make effective choices for meaning or style, and to comprehend more fully when reading or listening.	х	х	х	х	х	х	х
L.11-12.4 Determine or clarify the meaning of unknown and multiple-meaning words and phrases based on grades 11-12 reading and content, choosing flexibly from a range of strategies.	х	х	х	х	х	х	х
L.11-12.6 Acquire and use accurately general academic and domain-specific words and phrases, sufficient for reading, writing, speaking, and listening at the college and career readiness level; demonstrate independence in gathering vocabulary knowledge when considering a word or phrase		х	х	х	х	х	х

udents begin

a product

amine how

its consider

E. Language Standards							
L.11-12.1 Demonstrate command of the conventions of standard English grammar and usage when writing or speaking.	Х	Х	Х	Х	Х	Х	х
L.11-12.2 Demonstrate command of the conventions of standard English capitalization, punctuation, and spelling when writing.	х	Х	Х	Х	Х	Х	х
L.11-12.3 Apply knowledge of language to understand how language functions in different contexts, to make effective choices for meaning or style, and to comprehend more fully when reading or listening.	х	X	х	х	х	х	х
L.11-12.4 Determine or clarify the meaning of unknown and multiple-meaning words and phrases based on grades 11-12 reading and content, choosing flexibly from a range of strategies.	х	Х	Х	х	х	х	х
L.11-12.6 Acquire and use accurately general academic and domain-specific words and phrases, sufficient for reading, writing, speaking, and listening at the college and career readiness level; demonstrate independence in gathering vocabulary knowledge when considering a word or phrase important to comprehension or expression.	v	х	x	х	x	х	х



Session Two-What's My Business?: Students select a product or service for a business venture. entrepreneurial ventures.

Session One—Introduction to Entrepreneurship: Students begin

Session Four—What's My Advantage?: Students learn the

nportance of intentionally selecting and applying competitive Session Five—Competitive Advantages: Students apply advantages

Session Six—Ethics Are Good for Business: Students consider consequences in making ethical business decisions. competitive advantages to entrepreneurial ventures

Session Seven—The Business Plan: Students apply the six

elements of successful start-ups to their business plan

## Common Core State Standards Grades 11-12 cont.

### RH. Reading Standards for Literacy in History/Social Studies

RH.11-12.2 Determine the central ideas or information of a primary or secondary source; provide an accurate summary that makes clear the relationships among the key details and ideas.		Х	х	Х	х	х	Х
RH.11-12.4 Determine the meaning of words and phrases as they are used in a text, including how an author uses and refines the meaning of a key term over the course of a text	х	х	Х	X	Х	X	х
RH.11-12.8 Evaluate an author's premises, claims and evidence by corroborating or challenging them with other information.	х	х	Х	Х		X	
RH.11-12.9 Integrate information from diverse sources into a coherent understanding of an idea or event.	х	х					

Source: © Copyright 2010. National Governors Association Center for Best Practices and Council of Chief State School Officers. All rights reserved.

