



Work Readiness | Entrepreneurship | Financial Literacy

Program Request Form

American Savings Bank
Bank for Education KeikiCo Contest
Entrepreneur Programs
2015-2016 School Year

American Savings Bank in collaboration with Junior Achievement of Hawaii is pleased to provide YOUR SCHOOL with FREE Entrepreneurship Educational Programs.

*Junior Achievement of Hawaii Programs are 5-7 sessions (30 – 45 minutes each session), taught and delivered by our dedicated and trained volunteers. Programs can be delivered in one day or in a series of days depending on the schedule of the teacher and volunteer. All programs are aligned and meet Hawaii State Common Core Standards. Interested schools should submit this form as soon as possible and no later than **September 1, 2015**. Programs are scheduled on a first come, first served basis and are subject to the availability of volunteer trainers.*

School Name: _____ Grade(s): _____ # of Classes _____

Address: _____

City _____ Zip _____ Phone: _____ Fax: _____

Teacher/Coordinator Name (First & Last): _____ Gender (please circle): F M

Phone number: _____ Email: _____

Junior Achievement Entrepreneurship Programs:

- JA It's More than Money (Elementary School – 2nd – 5th Grade)
 - ✓ Students build their understanding of money and business basics and apply that understanding to their daily lives
 - ✓ Recognize the significance of money management and business ethics in making informed business and life decisions
- JA It's My Business (Middle School – 6th – 8th Grade)
 - ✓ Students apply entrepreneurial skills to education, career, and service pursuits
 - ✓ In depth look at starting a business by learning the entrepreneurial characteristics of Filling a Need; Know Your Customer and Product; Be Creative and Innovative
- JA Be Entrepreneurial (High School – 9th – 12th Grade)
 - ✓ Students recognize characteristics and practices of successful entrepreneurs
 - ✓ Evaluate entrepreneurial ideas based on product, customer, and competitive-advantage criteria
 - ✓ Demonstrate business-planning skills for venture start-up, marketing, financing, management, and ethical decision-making

Please mail/email or fax this form to the Junior Achievement office no later than September 1, 2015:

Junior Achievement of Hawaii
ATTN: ASB Bank for Education KeikiCo Contest
1888 Kalakaua Ave. Ste. C312
Honolulu, HI 96815
Email: Erin@jahawaii.org Fax: 808.426.7669

For staff use: Meeting date _____ Signed MOU _____ Notes _____



JA More than Money[®]

JA More than Money will meet the needs of a diverse group of students by providing engaging, academically enriching, and experiential learning sessions in economic education.

Following participation in the program, students will be able to:

- Build on their understanding of money basics and apply that understanding to their daily lives.
- Recognize the significance of money management in making informed life-decisions.

Program Sessions

Session One: Money in the Bank

Students learn to manage a bank account. They play the Community Game to reinforce their money-management skills and to better understand the role and importance of money in their lives.

Session Two: A Sense of Worth

Students identify businesses they can start or jobs they can perform to earn money. Activities focus on developing a positive work ethic. Students continue playing the Community Game to further understand the role of money in their lives.

Session Three: Balancing Act

Students identify personal skills and interests and connect them to possible business opportunities. Working in groups, students learn about market research and play the final round of the Community Game.

Session Four: Building a Business

Students explore their job skills and the types of businesses in which they are interested. They identify the basic steps for starting and operating a small business. Using this information, students develop a business plan.

Session Five: Get SMART

Students continue to practice saving and spending as business teams. The concept of making SMART consumer decisions is introduced through role-playing. Students work as business teams to play Round One of the Business Game.

Session Six: What's the Catch?

During the final session, students learn to recognize deceptive advertising and the importance of ethical business practices. Continuing to work as business teams, students conclude the program by playing Round Two of the Business Game.

Junior Achievement USA gratefully acknowledges HSBC for its dedication to the implementation of *JA More than Money*.



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JA It's My Business!®

Through hands-on classroom activities, *JA It's My Business!* encompasses entrepreneurship curriculum for students in grades six, seven, and eight. The program emphasizes entrepreneurship while providing a strong focus on social studies, reading, and writing skills. Students are encouraged to use critical thinking to learn entrepreneurial skills that support positive attitudes as they explore and enhance their career aspirations.

Following participation in the program, students will be able to:

- Apply their entrepreneurial skills to education, career, and service pursuits.

Session Titles and Summaries

Session One: I Am an Entrepreneur

Working in groups, students play the E-Quiz Game Show. They begin to identify entrepreneurial characteristics they possess by learning about the lives of successful entrepreneurs, both past and present.

Session Two: I Can Change the World

Students work in groups to complete a blueprint for a teen club. Students identify the first entrepreneurial characteristic—Fill a Need—by considering customer needs and brainstorming product design. Students begin to identify the skills and knowledge needed to create a business.

Session Three: I Know My Customer

Working in groups, students recognize the second entrepreneurial characteristic—Know Your Customer and Product. Students practice ways to market specific products to the appropriate customers.

Session Four: I Have an Idea

Students participate in an auction designed to highlight successful entrepreneurs and their businesses, and focus on the third entrepreneurial characteristic—Be Creative and Innovative.

Session Five: I See a Need

By analyzing current examples of social entrepreneurs, students identify businesses they can start. They examine ways entrepreneurs use the four entrepreneurial characteristics to improve the lives of others.

Session Six: Celebrate Entrepreneurs!

Students create entrepreneur profile cards to showcase their understanding of the fourth entrepreneurial characteristic—Believe in Yourself.

JA Worldwide® gratefully acknowledges the Office of Juvenile Justice and Delinquency Prevention for its dedication to the development and implementation of the middle-grades program *JA It's My Business!* 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.



JA Be Entrepreneurial™

By developing the essential components of a business plan, *JA Be Entrepreneurial* challenges students to start an entrepreneurial venture while still in high school.

Following participation in the program, students will be able to:

- Recognize characteristics and practices of successful entrepreneurs.
- Evaluate an entrepreneurial idea based on product, customer, and competitive-advantage criteria.
- Demonstrate business-planning skills for venture start-up, marketing, financing, management, and ethical decision-making.

Session Titles and Summaries

Session One—Introduction to Entrepreneurship

Students are introduced to the elements of successful business start-ups, myths and facts about entrepreneurship, and participate in a product development competition.

Session Two—What's My Business?

Students take on the roles of various entrepreneurs as they develop their product or service idea, and analyze sources of successful entrepreneurial ventures to select a product or service as the basis of their business plan.

Session Three—Who's My Customer?

Student groups create and present advertisements to demonstrate how market needs and demographics contribute to successful entrepreneurial ventures.

Session Four—What's My Advantage?

Students evaluate actual companies that have excelled in selecting and applying successful competitive advantages.

Session Five—Competitive Advantages

Students play a game that demonstrates effective competitive advantages and select the best for their own entrepreneurial venture.

Session Six—Ethics Are Good For Business

Students learn through case-studies how being ethical is good for business in the long run.

Session Seven—The Business Plan

Students apply the key elements of successful entrepreneurs to their product or services and complete a sample business plan.

JA Worldwide (Junior Achievement) gratefully acknowledges the Office of Juvenile Justice and Delinquency Prevention, Office of Justice Programs, U.S. Department of Justice for its dedication to the development and implementation of the high school program *JA Be Entrepreneurial*. JA Worldwide appreciates its partnership with the Office of Juvenile Justice and Delinquency Prevention to provide vital, innovative programs that inspire and prepare young people to succeed in a global economy. JA programs encourage confidence and motivate young people to achieve their personal, educational, and career goals.

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