



Recommended 8<sup>th</sup> Grade Curriculum Framework

<b>Content: BUSINESS/MARKETING – Grade 8</b>						
<b>Topic: Finding a Job (Weeks 6 - 7)</b>						
<b>Content</b> (What do your students need to KNOW?)	<b>Demonstrators</b> (What do your students need to be able to DO?)	<b>Assessment</b> (How will you assess what your students ALREADY KNOW, and assess WHAT THEY'VE LEARNED?)	<b>Activities</b> (HOW will you teach it?)	<b>Resources</b> (What MATERIALS will you need?)	<b>Differentiation</b> (How will you reach the DIVERSITY of learners?)	<b>Literacy Connection</b> (How will you use READING and WRITING with this material?)
<p><b>Core Content</b></p> <p><b>4.2.3</b> There are resources (e.g., Internet, government publications, newspapers, magazines, counselors) and experiences (e.g., shadowing, mentoring) available for locating job and career information.</p> <p><b>4.5.1</b> A resume (a summary of a person's educational background, job experiences, and qualifications) is an important component in a portfolio.</p>	<p><b>Academic Expectation – Program of Studies</b></p> <p><b>AE 2.14, 2.17, 5.4 POS</b> – Define world of work vocabulary; explain concepts relating to the world of work.</p> <p><b>AE 2.37, 2.38 POS</b> – Complete a job application, compose a resume and a letter of application, and prepare for an interview</p> <p><b>AE 2.36, 2.37 POS-</b> Demonstrate employability and social skills relative to the career cluster.</p>					



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<p><b>4.5.2</b> The following communication skills are important when seeking a job/career:</p> <ul style="list-style-type: none"> <li>• business letter writing.</li> <li>• Non-verbal communication skills (e.g., body language, facial expressions, posture, dress)</li> <li>• Verbal skills</li> <li>• Interview skills (e.g., friendly greeting, maintain eye contact, show enthusiasm about the job, respond positively and honestly, plan questions to ask, listen carefully, thank interviewer.)</li> </ul>	<p><b>AE 1.9, 1.10, 1.12</b> <b>POS-</b> Apply communication skills within the technical content.</p> <p><b>AE 1.12</b> <b>POS-</b> Reinforce basic skills in human relations and in both written and oral communication including customer relations.</p> <p><b>AE 1.12, 4.0, 6.2</b> <b>POS –</b> Utilize activities of FBLA as an integral component of course content and leadership development.</p> <p><b>AE 2.29, 2.36</b></p>					



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	<b>POS</b> – Develop and/or update Individual Graduation/Career Plans					