



## FUELING THEIR FASCINATION

Imagine a generation of tenacious individuals who are prepared to succeed in tomorrow's complex economy; a generation of young people who aspire to achieve greatness.

# JA BIZTOWN COMPANY AND JOB DESCRIPTIONS



JA BizTown®

discoverycenter



## Disclaimer:

The following jobs were designed to supplement JA of Georgia's implementation of JA BizTown programming at the Junior Achievement Chick-fil-A Foundation Discovery Center. Therefore, the jobs and services listed below are subject to change throughout the 2017-2018 school year. This document is for JA BizTown classroom implementation only. Please use the JA BizBrief booklet to learn more about the businesses listed in this document.

# Job Descriptions

Position	Job Function
<p><b>Chief Executive Officer (B2B &amp; B2C)</b></p>	<p>As <b>CEO</b>, you will be responsible for:</p> <ul style="list-style-type: none"> <li>• leading your team through the <u>Operations Guide</u> located in your tablet</li> <li>• visiting the bank to apply for your business loan</li> <li>• ensuring employees are completing job functions preparing &amp; delivering <u>Earnings Report</u></li> </ul>
<p><b>Chief Financial Officer (B2B &amp; B2C)</b></p>	<p>As <b>CFO</b>, you will be responsible for:</p> <ul style="list-style-type: none"> <li>• entering payroll, paying invoices, recording payments using <u>Payment Record Sheet</u></li> <li>• making business deposits</li> <li>• completing an <u>Income Statement</u> assisting the CEO with leading your team during the day</li> </ul>
<p><b>Business-to-Business (B2B)</b></p>	<p>As a <b>B2B</b>, you will be responsible for:</p> <ul style="list-style-type: none"> <li>• visiting all the businesses in JA BizTown</li> <li>• collecting an invoice payment for services your business provided each business tracking your collections on the Business Invoice</li> </ul>
<p><b>Business-to-Consumer (B2C)</b></p>	<p>As a <b>B2C</b>, you will be responsible for:</p> <ul style="list-style-type: none"> <li>• marketing your business's products and services</li> <li>• providing excellent customer service</li> <li>• completing sales transactions using the sales computer</li> <li>• recording sales on the Consumer Sales Log</li> </ul>

# Business Specific Products & Services



## BUSINESS-TO-CONSUMER

Customers can play the Xbox system if their company enrolls in Purchasing Power's Employee Benefits Program. To play, they must pay a copay.

## BUSINESS-TO-BUSINESS

AIG/Lockton/Purchasing Power provides JA BizTown businesses with business insurance coverage.



## BUSINESS-TO-CONSUMER

Customers who take the AT&T quiz will receive a pledge sticker, football koozie or lanyard.

## BUSINESS-TO-BUSINESS

Every business in JA BizTown will have access to high speed internet provided by AT&T.



## BUSINESS-TO-CONSUMER

Customers can purchase Atlanta Falcons souvenir tickets, bracelets, and pictures with Freddie the Falcon in the store.

## BUSINESS-TO-BUSINESS

The Atlanta Falcons will provide company tickets to each store for upcoming football games at the new stadium.



**BUSINESS-TO-CONSUMER**

Bank of America offers customers personal banking services including savings and checking accounts

**BUSINESS-TO-BUSINESS**

Bank of America provides business loans in JA BizTown and charges 5% interest.



**BUSINESS-TO-CONSUMER**

Chick-fil-A will sell Mini Moo cows and donate proceeds to JA BizTown.

**BUSINESS-TO-BUSINESS**

Chick-fil-A will provide catered business lunches



**BUSINESS-TO-CONSUMER**

Customers who come in for a health checkup will receive a color-changing cup.



**BUSINESS-TO-BUSINESS**

Children's Healthcare of Atlanta-Jackson Healthcare will charge all JA BizTown citizens a co-pay to use their services.



**BUSINESS-TO-CONSUMER**

City Hall will collect Payroll Taxes and monitor citizens' behavior. Citizens who receive citations will pay fines to City Hall.

**BUSINESS-TO-BUSINESS**

City Hall will collect JA BizTown taxes.



### BUSINESS-TO-CONSUMER

Customers can pay to play a variety of games including the Creation Station powered by Sage app and corn-hole.

Customers will also have the opportunity to purchase Sage take-aways.

### BUSINESS-TO-BUSINESS

Creation Station powered by Sage provides accounting and payroll software to businesses in JA BizTown.



### BUSINESS-TO-CONSUMER

Customers may purchase in-flight upgrades (i.e. first class seat, entertainment, snacks).

### BUSINESS-TO-BUSINESS

Delta Air Lines provides business travel for the employees of all stores businesses in JA BizTown.



### BUSINESS-TO-CONSUMER

Customers can purchase GE take-aways.

### BUSINESS-TO-BUSINESS

GE helps JA BizTown businesses by connecting people, data, and machines to run daily business operations.



**BUSINESS-TO-CONSUMER**

Customers can purchase a cardboard puzzle that folds into a coin bank.

**BUSINESS-TO-BUSINESS**

Graphic Packaging International, Inc. provides recycling services for all businesses in JA BizTown.



**BUSINESS-TO-CONSUMER**

Customers can purchase a Hire Dynamics Career Catcher and buy a raffle ticket for a chance to win a Hire Dynamics fidget spinner.

**BUSINESS-TO-BUSINESS**

Hire Dynamics provides a STEM employee for each business in JA BizTown



**BUSINESS-TO-CONSUMER**

Customers can purchase Holiday Inn earbuds.

**BUSINESS-TO-BUSINESS**

Holiday Inn provides business travel accommodations to all businesses in JA BizTown.



## JA Professional Services

### BUSINESS-TO-CONSUMER

JA Professional Services only provides Business-to-Business services.

### BUSINESS-TO-BUSINESS

JA Professional Services provides Essential services need to support business operations in JA BizTown.



### BUSINESS-TO-CONSUMER

Customers can purchase bracelets with the NCR logo.

### BUSINESS-TO-BUSINESS

NCR provides all of the Point of Sale (POS) machines in JA BizTown.



### BUSINESS-TO-CONSUMER

Customers can purchase pens, pencils and other various writing supplies in store.

### BUSINESS-TO-BUSINESS

Newell Rubbermaid supplies pencils, paper, and other writing supplies for all businesses in JA BizTown.





### BUSINESS-TO-CONSUMER

Customers can purchase postcards from various destinations.

### BUSINESS-TO-BUSINESS

UPS makes deliveries to all of the businesses throughout JA BizTown.

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### BUSINESS-TO-CONSUMER

Customers can purchase reusable canvas bags in order to shop more earth consciously.

### BUSINESS-TO-BUSINESS

Walmart provides office equipment for all businesses in JA BizTown.

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### BUSINESS-TO-CONSUMER

Wells Fargo offers customers personal banking services including savings and checking accounts.

### BUSINESS-TO-BUSINESS

Wells Fargo provides business loans in JA BizTown and charges 5% interest.