

## What is a Market Value Asset?

A market value asset (MVA) is a cornerstone experience that prepares a student for future learning and employment. MVAs are authentic previews of the world of work or post secondary education. While the professional and academic worlds are ever changing, the outgrowths\* students develop when they work on authentic projects with real employers and mentors are durable enough to benefit them throughout their lives.

## What are the types of Market Value Assets?

The Kansas City Real World Learning network currently recognizes the following categories of Market Value Assets:



### Work Experiences

#### INTERNSHIPS

Learners perform authentic job tasks at a worksite or approved location (including virtual) under the guidance of a qualified supervisor. These experiences typically include some of the following:

- Academic credit (high school or college),
- Compensation,
- 120 hours of engagement,
- Performance is evaluated by the work manager in addition to the educator.

#### CLIENT CONNECTED PROJECTS

Learners analyze and solve authentic problems, working in collaboration with other learners and professionals, impacting employer, civic, social, or faith-based organizations. These experiences typically include some of the following:

- Authentic methods and tools used by professionals in the work environment,
- Mentoring and evaluation by working professionals with multiple interactions,
- 24 hours of engagement, with project work throughout the school day(s) facilitated by the educator
- Output or product solves a problem or addresses an employer need that is viewed as valuable by the client(s).
- Performance is evaluated by the work manager in addition to the educator.



### Entrepreneurial Experiences

Using input and support from multiple stakeholders, learners iteratively analyze, prototype, implement, reflect on, and adapt potential solutions to a problem. Outputs of entrepreneurial experiences typically include some of the following:

- Learners themselves identify, research, and develop a solution to solve a social or market problem.
- Market and stakeholder research summary,
- "Business plan" that includes an assessment of costs and benefits associated with the development and operation of their solution,
- Feedback from relevant external stakeholders obtained through exhibition or "shark-tank" type pitch opportunities.



### Regionally Vetted IRCs (Industry-Recognized Credentials)

These typically include: current lists published by state education departments (reviewed with employers and validated for applicability and relevance), and regionally customized and vetted credentials.



### College Credit

Nine (9) or more hours of college-level credits, in which the student completes coursework progressing towards a college degree.

### What changes when a student earns a Market Value Asset?

Ideally, a student who earns a Market Value Asset:



#### Benefits from social capital

A student feels confident contacting a “weak tie” – a person they have interacted with just enough to be recognized – for help or mentorship

#### Revisits and tests interests

A student regularly asks, “Is this something I want to do in the future?” They explore and update the path they are on as they experience more.

#### Seeks feedback from mentors who are outside of the school context

A student understands that authentic feedback helps them and their work. They embrace positive and critical comments, adjusting along the way.

#### Communicates clearly

A student can communicate complex ideas and needs in writing or verbally, even to people who are unfamiliar to them

#### Plans and manages projects

A student can envision and express the steps needed to accomplish a project

#### Collaborates to an end

A student advocates for changes, works with others on shared goals, and finds compromise when necessary

#### Is proactive

A student advances a project with regular employer-student engagement points. (Eventually, students become so valuable that they don’t need to ask for work!)

#### Works through difficulty

A student is comfortable with assignments that stretch what they already know and have done.

#### Is comfortable in different contexts

A student doesn’t mind working on unfamiliar assignments, with new people, in new places.

#### Conducts research and refines plans

A student seeks external input (Google search, contacting “weak ties,” joining interest/industry/affinity groups) at all stages of a project.