

Taking Care of Business (TCB) – 9th Grade level			
Big Ideas – Career choices influence our earnings potential. Earnings and taxes impact our personal finances.			
Essential Questions – What is the process of Career Exploration? What factors impact earning potential over a lifetime? What determines gross and net pay and tax liability?			
Concepts	PA Core/Competencies	Resources	Assessments
<p>15.2.12.A 13.1.8.A-B Analyze personal characterizes, talents, skills, abilities and career assessment results as related to career pathways, clusters, or occupations.</p> <p>15.2.12.B Analyze a specific occupation within a career cluster.</p> <p>15.2.12.E 13.1.11.A&D Compare and contrast career interests with post-secondary opportunities</p> <p>15.2.12.F Evaluate various methods of financing post-secondary education</p> <p>15.2.12.L</p>	<p>Develop a career plan with accompanying education requirements.</p> <p>Compare compensation plans including benefits offered by employers.</p> <p>Describe various sources of personal income including wages, gifts, interest, commissions, tips, etc.</p> <p>Compare factors that affect personal tax liability and take home pay.</p> <p>Analyze and calculate net pay</p> <p>Explain the purpose of tax-related forms and complete samples</p> <p>Analyze career options based on personal interests, abilities, aptitudes, achievements and goals.</p>	<p>Textbook: Personal Financial Literacy, Joan S. Ryan, South-Western Cengage, 2008.</p> <p>Bureau of Labor Statistics – careeronestop.org</p> <p>EverFi.net: <u>EVERFI</u> (now EVERFI: Financial Literacy for High School)</p> <p><u>Ignition</u> – Digital Literacy and Responsibility (now Digital Wellness and Safety)</p> <p><u>Grow</u>: Financial Planning for Life <u>Build</u>: Credit Fundamentals <u>Keys To Your Future</u>: College & Career Readiness <u>Money Moves</u>: Modern Banking & Identity Protection</p> <p>teachbanzai.com (now banzai.org) <u>Banzai Teen</u> <u>Digital Citizenship</u> <u>College & Career</u></p>	<p>Unit 1 assessment: Curriculum based assessment based on text, on-line and supplemental activities.</p>

<p>13.2.11.B&E Analyze how personal qualities and behavior apply in the workplace.</p> <p>15.1.12.M Analyze and calculate gross pay and net pay, including regular and overtime wages, commission, and piece rate.</p> <p>15.5.12.A 13.4.11.A&B Analyze personal choices in preparation for entrepreneurship</p>	<p>Analyze the relationship between career choices and career preparation opportunities, such as, but not limited to:</p> <ul style="list-style-type: none"> • Associate degree • Baccalaureate degree • Certificate/licensure • Entrepreneurship • Immediate part/full time employment • Industry training • Military training • Professional degree • Registered apprenticeship • Tech Prep • Vocational rehabilitation centers <p>Compare being an employee versus starting a business as an entrepreneur. Investigate and assess personal entrepreneurial traits</p>	<p>Claim Your Future: https://isac.claimyourfuture.com/student-registration/</p> <p>BDC -Entrepreneurial potential self-assessment: https://www.bdc.ca/en/articles-tools/entrepreneur-toolkit/business-assessments/pages/entrepreneurial-potential-self-assessment.aspx</p> <p>Naviance.com: Roadtrip Nation Interview Archives</p>	
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Vocabulary: income, gross pay, net pay, commission, tips, disposable income, dividend, entrepreneur, excise tax, income tax, social security tax, Medicare tax, minimum wage, overtime pay, benefits

Big Idea – Financial institutions offer services for people to secure, access, and transfer their money.

Essential Question-

What services do financial institutions provide to help manage personal finances?

In what ways does money management impact reaching financial goals?

How does organized record keeping impact finances?

Concepts	PA Core/Competencies	Resources	Assessments
<p>15.6.12.A Evaluate the impact of internal and external influences on financial decisions.</p> <p>15.6.12.G Identify strategies for personal financial management.</p> <p>15.6.12.I Analyze the functions of the Federal Reserve and other financial institutions</p> <p>15.6.12.Q Apply the “Rule of 72” to estimate the number of periods required to double an investment.</p> <p>6.5.9.G Compare and contrast the various financial tools available to savers.</p> <p>6.5.9.H</p>	<p>Role of financial institutions in managing personal finances.</p> <p>Differentiate the various products offered by financial institutions.</p> <p>Compare financial services considering cost benefits of each.</p> <p>Explain the differences between a checking and savings account.</p> <p>Evaluate benefits and costs of changes in interest rates for individuals and society.</p> <p>Compare simple and compound interest.</p> <p>Analyze savings goals and options people have at various life stages.</p>		<p>Unit 2 assessment: Curriculum based assessment based on text, on-line and supplemental activities.</p>

<p>Explain the impact of higher or lower interest rates for savers, borrowers, consumers, and producers.</p>	<p>Compare and contrast the various financial tools available to savers.</p>		
<p>Vocabulary: checking account, check, checkbook register, savings account, interest rate, Rule of 72, certificate of deposit, compound interest, simple interest, debit card, ATM, Federal Reserve, monetary policy, principal</p>			

<p>Big Idea – There are costs and benefits associated with using credit.</p>			
<p>Essential Questions- How do people decide when and how to use credit? What rights and responsibilities do people have when borrowing money? What impacts a person’s creditworthiness? What factors impact a person’s spending plan? What constitutes sound financial decision making?</p>			
<p>Concepts</p>	<p>PA Core/Competencies</p>	<p>Resources</p>	<p>Assessments</p>
<p>Standards: 15.6.12.H Evaluate payment methods for major purchases 15.6.12.J Analyze the total cost of a major purchase loan agreement using fixed and variable interest rates, calculated over time. 15.6.12.B Analyze financial decisions for a major purchasing events occurring at different stages of life, systematically considering alternative and consequences.</p>	<p>Analyze the use of credit and the impact of debt on personal finances. Develop a logical argument for using a specific credit product to make a purchase. Compare the rights and responsibilities of borrowers and lenders. Analyze types of consumer behavior and characteristics including but not limited to spending habits, emotional</p>		<p>Unit 3 assessment: Curriculum based assessment based on text, on-line and supplemental activities.</p>

<p>15.6.12.F Evaluate criteria for personal spending in relation to the economic climate.</p> <p>15.9.12.B</p> <p>15.6.12.A Evaluate the impact of internal and external influences on financial decisions</p> <p>6.5.12.G Analyze the risk and returns of various investments</p>	<p>buying, rational buying, and buying power.</p> <p>Analyze how unlimited wants and limited resources affect decision-making.</p> <p>Evaluate the impact of internal and external influences on purchasing decisions.</p> <p>Compare various payment options for purchases.</p> <p>Demonstrate the relationship of the components of a simple spending plan and how that relationship allows for managing income, expenses and savings.</p>		
<p>Vocabulary: credit, debt, fixed rate, variable rate, credit card, penalty, revolving credit, buying plan, spending limit, impulse buying, buying plan, credit report</p>			

<p>Big Idea – Savings and Investing habits influence lifelong opportunities for financial independence.</p>			
<p>Essential Question- Why do people choose to save and invest money? In what ways do people save and invest their money? Why do some investments have the potential for greater return and risk than others?</p>			
<p>Concepts</p>	<p>PA Core/Competencies</p>	<p>Resources</p>	<p>Assessments</p>

<p>15.6.12.P Develop financial investment plans to accommodate various economic and personal scenarios.</p> <p>15.6.12.R Compare and contrast various investment plans to achieve goals of liquidity, income, and growth</p>	<p>Develop a definition of wealth considering personal values, priorities, and goals.</p> <p>Estimate the extent to which assets may increase or decrease in value and describe how people accumulate assets.</p> <p>Critique investment plans in terms of their ability to achieve goals of liquidity, income growth, and tax benefit.</p> <p>Analyze the risk and returns of various investments.</p> <p>Evaluate the benefits of a diversified investment portfolio.</p>		<p>Unit 4 assessment: Curriculum based assessment based on text, on-line and supplemental activities.</p>
<p>Vocabulary: investing, risk, stocks, bonds, stock market, bull market, bear market, diversification, mutual fund, financial risk, portfolio, dollar-cost averaging, collectibles, liquidity, dividend</p>			

<p>Big Idea – Risk management strategies are used to protect against potential loss.</p>			
<p>Essential Question- Why do people choose to limit risk? How do people protect themselves from financial loss through their life? How does insurance work?</p>			
<p>Concepts</p>	<p>PA Core/Competencies</p>	<p>Resources</p>	<p>Assessments</p>

<p>15.6.12.N Compare and contrast various suppliers of insurance products and develop criteria to evaluate individual insurance needs.</p> <p>15.6.12.O Develop criteria for a disaster management plan that includes provisions for secured storage of digital and paper documents, inventory of household items, cash reserves, and medical records.</p>	<p>Describe types of insurance including health, disability, auto, homeowners, renters, life and long-term care.</p> <p>Develop a logical argument for having various types of insurance.</p> <p>Compare how people manage risk through avoidance, reduction, retention, and transfer.</p> <p>Compare common types of risk and basic risk management methods.</p>		<p>Unit 4 assessment: Curriculum based assessment based on text, on-line and supplemental activities.</p>
<p>Vocabulary: insurance, automobile insurance, beneficiary, deductible, co-pay, disability insurance, life insurance, health insurance, home owner’s insurance, premium, probability, risk, loss, umbrella policy</p>			

<p>Big Idea – With technology becoming increasingly ubiquitous, it’s critical that students know how to navigate digital life.</p>			
<p>Essential Question- What are the elements of good digital citizenship? What are effective search practices, fair use of information, and securing a digital identity?</p>			
Concepts	PA Core/Competencies	Resources	Assessments
<p>15.4.12.A Apply the creative and productive use of emerging technologies for educational and personal success.</p> <p>15.4.8.B</p>	<p>Analyze the influence of emerging technologies on daily life.</p> <p>Precautions are needed to ensure our safety while using digital devices and accessing digital media.</p>		<p>Curriculum based assessment based on-line activities.</p>

<p>Interpret and apply appropriate social, legal, ethical, and safe behaviors of digital citizenship.</p> <p>15.3.12.T Demonstrate application of digital citizenship in work and personal situations</p> <p>15.6.12.M Assess the impact of identity theft; develop a plan for correcting a negative credit report.</p>	<p>Password complexity is necessary when creating passwords for digital accounts.</p> <p>Information posted on the Internet is not easily deleted or removed.</p> <p>Many people have access to information posted on the Internet.</p>		
<p>Vocabulary: digital citizen, Internet, World Wide Web, encryption, password, cyber security, cyber crime, cyber bullying, electronic footprint, identity theft, malware, virus, netiquette, URL (uniform resource locator), social media, ISP (internet service provider).</p>			