

21ST Century Life And Careers Career Ready Practices describe the career-ready skills that all educators in all content areas should seek to develop in their students. They are practices that have been linked to increase college, career, and life success. Career Ready Practices should be taught and reinforced in all career exploration and preparation programs with increasingly higher levels of complexity and expectation as a student advances through a program of study.

CRP2. Apply appropriate academic and technical skills.

CRP4. Communicate clearly and effectively and with reason.

CRP6. Demonstrate creativity and innovation.

CRP8. Utilize critical thinking to make sense of problems and persevere in solving them.

CRP10. Plan education and career paths aligned to personal goals.

STANDARD 9.1: PERSONAL FINANCIAL LITERACY

STRAND A: INCOME AND CAREERS

9.1.12.A.1 Differentiate among the types of taxes and employee benefits.

9.1.12.A.2 Differentiate between taxable and nontaxable income.

9.1.12.A.3 Analyze the relationship between various careers and personal learning goals.

9.1.12.A.4 Identify a career goal and develop a plan and timetable for achieving it, including educational/training requirements, costs, and possible debt.

9.1.12.A.5 Analyze how the economic, social, and political conditions of a time period can affect the labor market.

9.1.12.A.6 Summarize the financial risks and benefits of entrepreneurship as a career choice.

9.1.12.A.7 Analyze and critique various sources of income and available resources (e.g., financial assets, property, and transfer payments) and how they may substitute for earned income.

9.1.12.A.8 Analyze different forms of currency and how currency is used to exchange goods and services.

9.1.12.A.9 Analyze how personal and cultural values impact spending and other financial decisions.

9.1.12.A.10 Demonstrate how exemptions and deductions can reduce taxable income.

9.1.12.A.11 Explain the relationship between government programs and services and taxation.

9.1.12.A.12 Explain how compulsory government programs (e.g., Social Security, Medicare) provide insurance against some loss of income and benefits to eligible recipients.

9.1.12.A.13 Analyze the impact of the collective bargaining process on benefits, income, and fair labor practice.

STANDARD 9.2: CAREER PREPARATION

STRAND C: CAREER PREPARATION

9.2.12.C.1 Review career goals and determine steps necessary for attainment.

9.2.12.C.2 Modify Personalized Student Learning Plans to support declared career goals.

9.2.12.C.3 Identify transferable career skills and design alternate career plans.

9.2.12.C.4 Analyze how economic conditions and societal changes influence employment trends and future education.

9.2.12.C.5 Research career opportunities in the United States and abroad that require knowledge of world languages and diverse cultures.

9.2.12.C.6 Investigate entrepreneurship opportunities as options for career planning and identify the knowledge, skills, abilities, and resources required for owning and managing a business.

9.2.12.C.7 Examine the professional, legal, and ethical responsibilities for both employers and employees in the global workplace.

9.2.12.C.8 Assess the impact of litigation and court decisions on employment laws and practices.

9.2.12.C.9 Analyze the correlation between personal and financial behavior and employability.

Curriculum aligned with: 2020 New Jersey Student Learning Standards for 21st Century Skills (9.1 A-F, 9.2 C)

21st Century Theme: Global Awareness , Financial, Economic, Business and Entrepreneurial Literacy , Civic Literacy , Health Literacy Environmental Literacy

21st Century Skills: Critical Thinking & Problem Solving Creativity and Innovation , Collaboration, Teamwork and Leadership , Cross-Cultural Understanding and Interpersonal Communications , Communication and Media Fluency , Accountability, Productivity and Ethics

Interdisciplinary Connection: Math=MA, English=ELA, Science=SCI, Social Studies=SS, Physical Education=PE, Art=ART, Music=MU, Technology=TECH, World Language=WL

ESSENTIAL QUESTIONS

ENDURING UNDERSTANDING

ACTIVITIES AND STUDENT EXPERIENCES

<p>How does employment decisions affect income over a lifetime?</p> <p>What impact does education and skill development have on future earning potential?</p> <p>What are different ways to supplement income?</p> <p>How do you navigate the financial paperwork and choices that come with starting a new career?</p> <p>What benefits might you receive from your employer that supplements your income?</p> <p>What are some primary stressors related to financing your education?</p> <p>What can you do each year of high school to prepare for future costs?</p> <p>Why is it important to compare the costs of higher education institutions, exploring sources of financing, and learning how to acquire federal aid through the FAFSA?</p> <p>Why is it important to reflect upon your own risk taking propensity?</p> <p>Why is it important to devise a risk management strategy that includes personal and financial precautionary measures?</p> <p>What is insurance and how does it work?</p> <p>What are the financial consequences for not having insurance?</p> <p>Why is it important to explore the different types of insurance, including auto, renters/ homeowners, health, disability, and life insurance?</p> <p>What does the insurance cover, how it works, where to get it, and specific nuances related to the type of insurance?</p>	<ul style="list-style-type: none"> ● Analyze relationship between education, training, and earnings ● Examine the different deductions that come out of a paycheck that determines net pay ● Explain the content and purpose of standard tax forms ● Identify other types of income that can supplement wages or a salary ● Investigate benefits such as health insurance contributions, retirement benefits, leave, life insurance, and disability ● Analyze the relationship between cost of education versus return on investment ● Compare costs of various higher education options ● Analyze costs beyond tuition associated with postsecondary education and training institutions ● Understand the costs and benefits of funding options ● Discuss the purpose and components of the FAFSA ● Identify common types of risks and basic risk management methods ● Explain the role insurance can play in a risk management strategy ● Define insurance terminology ● Distinguish among the types, costs, and benefits of insurance coverage 	<p>Lesson 2: Income and Employment Impact of Education on Career Earnings--Students discover how their level of education or job training affects total income over a lifetime.</p> <p>Tax Withholding--Students discover the purpose of tax withholding and how to fill out a W-4 tax form.</p> <p>Analyzing a Paycheck--Students analyze a paycheck to learn how to calculate net pay.</p> <p>Gig Economy--Students explore other sources of income to supplement their primary income.</p> <p>Filing Taxes--Students learn about the purpose of a W-2 and how to fill out a 1040 tax form.</p> <p>Benefits--Students discover the purpose of benefits and compare different types.</p> <p>Lesson 6: Financing Higher Education ROI of Higher Education--Students explore the return on investment of attending higher education.</p> <p>Higher Education Costs--Students identify types of costs associated with different postsecondary education institutions.</p> <p>Financing Higher Education--Students analyze the advantages and disadvantages of various sources of funds for postsecondary education and training.</p> <p>Applying for Federal Aid--Students explore the purpose and components of the FAFSA form.</p> <p>Lesson 7: Insurance Risk Management and Insurance--Students explore insurance as part of their risk management strategy.</p> <p>Auto Insurance--Students discover the purpose and types of auto insurance.</p> <p>Renters/Homeowners Insurance--Students analyze the purpose and types of insurance to protect their home and assets.</p> <p>Health Insurance--Students explore risk management strategies related to personal and family health insurance.</p> <p>Disability and Life Insurance--Students learn about the benefits of disability and life insurance.</p>
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Content Statements	Cumulative Progress Indicators
<ul style="list-style-type: none"> Students readily recognize problems in the workplace, understand the nature of the problem, and devise effective plans to solve the problem. They are aware of problems when they occur and take action quickly to address the problem; they thoughtfully investigate the root cause of the problem prior to introducing solutions. They carefully consider the options to solve the problem. Once a solution is agreed upon, they follow through to ensure the problem is solved, whether through their own actions or the actions of others. Students take personal ownership of their own education and career goals, and they regularly act on a plan to attain these goals. They understand their own career interests, preferences, goals, and requirements. They have perspective regarding the pathways available to them and the time, effort, experience and other requirements to pursue each, including a path of entrepreneurship. They recognize the value of each step in the education and experiential process, and they recognize that nearly all career paths require ongoing education and experience. They seek counselors, mentors, and other experts to assist in the planning and execution of career and personal goals. 	<p>9.1.12.A.1 Differentiate among the types of taxes and employee benefits.</p> <p>9.1.12.A.3 Analyze the relationship between various careers and personal earning goals.</p> <p>9.1.12.A.4 Identify a career goal and develop a plan and timetable for achieving it, including educational/training requirements, costs, and possible debt.</p> <p>9.1.12.A.6 Summarize the financial risks and benefits of entrepreneurship as a career choice.</p> <p>9.1.12.A.9 Analyze how personal and cultural values impact spending and other financial decisions.</p> <p>9.1.12.A.10 Demonstrate how exemptions and deductions can reduce taxable income.</p> <p>9.2.12.C.1 Review career goals and determine steps necessary for attainment.</p> <p>9.2.12.C.2 Modify Personalized Student Learning Plans to support declared career goals.</p> <p>9.2.12.C.3 Identify transferable career skills and design alternate career plans.</p> <p>9.2.12.C.9 Analyze the correlation between personal and financial behavior and employability.</p> <p>Desired Results: Students readily access and use the knowledge and skills acquired through experience and education to be more productive. They make connections between abstract concepts with real-world applications, and they make correct insights about when it is appropriate to apply the use of an academic skill in a workplace situation.</p>

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CRP5. Consider the environmental, social and economic impacts of decisions.

CRP11. Use technology to enhance productivity.

STANDARD 9.1: PERSONAL FINANCIAL LITERACY

STRAND B: MONEY MANAGEMENT

9.1.12.B.1 Prioritize financial decisions by systematically considering alternatives and possible consequences.

9.1.12.B.2 Compare strategies for saving and investing and the factors that influence how much should be saved or invested to meet financial goals.

9.1.12.B.3 Construct a plan to accumulate emergency “rainy day” funds.

9.1.12.B.4 Analyze how income and spending plans are affected by age, needs, and resources.

9.1.12.B.5 Analyze how changes in taxes, inflation, and personal circumstances can affect a personal budget.

9.1.12.B.6 Design and utilize a simulated budget to monitor progress of financial plans.

9.1.12.B.7 Explain the meaning of income tax, describe how it is calculated, and analyze its impact on one’s personal budget.

9.1.12.B.8 Describe and calculate interest and fees that are applied to various forms of spending, debt, and saving.

9.1.12.B.9 Research the types and characteristics of various financial organizations in the community (e.g., banks, credit unions, check-cashing stores, et. al.).

9.1.12.B.10 Develop a plan that uses the services of various financial institutions to meet personal and family financial goals.

STANDARD 9.3: CAREER AND TECHNICAL EDUCATION

STRAND: FINANCIAL CAREER CLUSTER

9.3.12.FN.1 Utilize mathematical concepts, skills and problem solving to obtain necessary information for decision making in the finance industry.

9.3.12.FN.2 Utilize tools, strategies and systems to plan, monitor, manage and maintain the use of financial resources.

9.3.12.FN.3 Plan, staff, lead and organize human resources in finance to enhance employee productivity and job satisfaction.

9.3.12.FN.4 Determine effective tools, techniques and systems to communicate and deliver value to finance customers.

9.3.12.FN.5 Create and maintain positive, ongoing relationships with finance customers.

9.3.12.FN.6 Plan, monitor and manage day-to-day activities to ensure effective and efficient finance operations.

9.3.12.FN.7 Implement safety, health and environmental controls to ensure a safe and productive finance work workplace.

9.3.12.FN.8 Describe and follow laws, regulations and ethical standards that affect finance operations and transactions.

9.3.12.FN.9 Plan, manage and maintain the use of financial resources to protect solvency.

9.3.12.FN.10 Plan, organize and manage a finance organization/department.

9.3.12.FN.11 Plan, monitor and manage day-to-day activities required to sustain continued business functioning.

9.3.12.FN.12 Access, evaluate and disseminate financial information to enhance financial decision-making processes.

9.3.12.FN.13 Manage a financial product or service mix in order to respond to market opportunities.

9.3.12.FN.14 Employ financial risk-management strategies and techniques used to minimize business loss.

STANDARD: 9.1 PERSONAL FINANCIAL LITERACY

STRAND C: CREDIT AND DEBT MANAGEMENT

9.1.12.C.1 Compare and contrast the financial benefits of different products and services offered by a variety of financial institutions.

9.1.12.C.2 Compare and compute interest and compound interest and develop an amortization table using business tools.

9.1.12.C.3 Compute and assess the accumulating effect of interest paid over time when using a variety of sources of credit.

9.1.12.C.4 Compare and contrast the advantages and disadvantages of various types of mortgages.

9.1.12.C.5 Analyze the information contained in a credit report and explain the importance of disputing inaccurate entries.

9.1.12.C.6 Explain how predictive modeling determines “credit scores.”

9.1.12.C.7 Analyze the rights and responsibilities of buyers and sellers under consumer protection laws.

9.1.12.C.8 Identify the types and characteristics of predatory lending practices (e.g., payday loans, car title loans, high-risk mortgages).

9.1.12.C.9 Evaluate the implications of personal and corporate bankruptcy for self and others.

Curriculum aligned with: 2020 New Jersey Student Learning Standards for 21st Century Skills (9.1 A-F, 9.3 FN 1-12)

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Interdisciplinary Connection: Math=MA, English=ELA, Science=SCI, Social Studies=SS, Physical Education=PE, Art=ART, Music=MU, Technology=TECH, World Language=WL

ESSENTIAL QUESTIONS	ENDURING UNDERSTANDING	ACTIVITIES AND STUDENT EXPERIENCES
<p>How do financial institutions work and how do we use them?</p> <p>Why is it important to explore different types of financial institutions and the products that they offer?</p> <p>How do you open a checking and savings account and how do you manage each?</p> <p>Why is it important to continually monitor and reconcile your account?</p> <p>What role does investing play in overall financial strategy?</p> <p>Why is it important to reflect on your own feelings on debt?</p> <p>What is credit and how does it work?</p> <p>Why is it important to stay up to date with relevant terminology and what features and fees should you look for when shopping for a credit card?</p> <p>Why is it important to use credit responsibly?</p>	<ul style="list-style-type: none"> ● Examine the functions, services, and products offered at various financial institutions ● Compare the costs and benefits of select banking products ● Demonstrate how to open and effectively use a checking and savings account ● Monitor and reconcile bank statements to their personal records ● Explain how investing can be used as part of a long-term financial strategy ● Discover money personality, including spending and saving propensity ● Describe the reasons for maintaining a budget ● Build a budget by prioritizing needs and wants ● Develop a system for tracking income, spending, and savings ● Devise a contingency plan for covering unexpected expenses ● Understand the reason for using debt to finance purchases ● Compare and select credit cards based on features and impact to personal financial plan ● Describe how credit repayment affects the cost of borrowing ● Explain how the terms of a loan can affect the cost of credit ● Develop strategies to manage debt and understand the consequences of not managing debt wisely ● Recognize and avoid identity theft and fraud 	<p>Lesson 1: Banking Basics Researching Financial Institutions--Students learn about different financial institutions and the pros and cons of each type. Comparing Accounts--Students learn about the different types of bank products, bank product features, and simple vs. compound interest.</p> <p>Opening and Using Accounts--Students learn about the required information necessary for opening checking and savings accounts and how to use them.</p> <p>Monitoring and Reconciling Accounts--Students monitor bank statements and learn how to reconcile them.</p> <p>Investing--Students explore what is investing, why to invest, and different types of investment vehicles.</p> <p>Budget Introduction--Students discover budgets and the reasons to have them. Setting Up a Budget--Students prioritize needs and wants and identify budget line items to comprise their budget.</p> <p>Budgeting Tools--Students explore common budgeting tools.</p> <p>Tracking Spending--Students explore the consequences of unplanned spending on a budget.</p> <p>Emergency Expenses--Students establish an emergency fund and discover the consequences of not planning for unexpected expenses</p> <p>Lesson 5: Credit and Debit Credit--Students are introduced to credit, how it works, and the advantages and disadvantages of using it.</p> <p>Credit Cards--Students explore credit card terms and different types of credit cards.</p> <p>Using Credit--Students navigate through different credit-related scenarios and learn about credit scores and identity theft/fraud</p> <p>Debt--Students explore how to use debt and loans as part of their personal finance strategy.</p> <p>Debt Management--Students discover strategies for effective debt management and the consequences for poor debt management.</p>

Content Statements	Cumulative Progress Indicators
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<ul style="list-style-type: none"> ● Students find and maximize the productive value of existing and new technology to accomplish workplace tasks and solve workplace problems. ● Students are flexible and adaptive in acquiring new technology. ● Students are proficient with ubiquitous technology applications. ● Students understand the inherent risks-personal and organizational-of technology applications, and they take actions to prevent or mitigate these risks. 	<p>9.1.12.B.1 Prioritize financial decisions by systematically considering alternatives and possible consequences.</p> <p>9.1.12.B.3 Construct a plan to accumulate emergency “rainy day” funds.</p> <p>9.1.12.B.4 Analyze how income and spending plans are affected by age, needs, and resources.</p> <p>9.1.12.B.9 Research the types and characteristics of various financial organizations in the community (e.g., banks, credit unions, check-cashing stores, et. al.).</p> <p>9.1.12.B.10 Develop a plan that uses the services of various financial institutions to meet personal and family financial goals.</p> <p>9.3.12.FN.9 Plan, manage and maintain the use of financial resources to protect solvency.</p> <p>9.1.12.C.1 Compare and contrast the financial benefits of different products and services offered by a variety of financial institutions.</p> <p>9.1.12.C.8 Identify the types and characteristics of predatory lending practices (e.g., payday loans, car title loans, high-risk mortgages)</p>
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Desired Results: Students understand the interrelated nature of their actions and regularly make decisions that positively impact and/or mitigate negative impact on other people, organization, and the environment. They are aware of and utilize new technologies, understandings, procedures, materials, and regulations affecting the nature of their work as it relates to the impact on the social condition, the environment and the profitability of the organization.

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CRP3. Attend to personal health and financial well-being. **CRP7.** Employ valid and reliable research strategies.

<p>STANDARD: 9.1 PERSONAL FINANCIAL LITERACY</p> <p>9.1.12.D.1 Calculate short- and long-term returns on various investments (e.g., stocks, bonds, mutual funds, IRAs, deferred pension plans, and so on).</p> <p>9.1.12.D.2 Assess the impact of inflation on economic decisions and lifestyles.</p> <p>9.1.12.D.3 Summarize how investing builds wealth and assists in meeting long- and short-term financial goals.</p> <p>9.1.12.D.4 Assess factors that influence financial planning.</p>	<p>STRAND D: PLANNING, SAVING, AND INVESTING</p>
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- 9.1.12.D.5 Justify the use of savings and investment options to meet targeted goals.
- 9.1.12.D.6 Analyze processes and vehicles for buying and selling investments.
- 9.1.12.D.7 Explain the risk, return, and liquidity of various savings and investment alternatives.
- 9.1.12.D.8 Explain how government and independent financial services and products are used to achieve personal financial goals.
- 9.1.12.D.9 Relate savings and investment results to achievement of financial goals.
- 9.1.12.D.10 Differentiate among various investment products and savings vehicles and how to use them most effectively.
- 9.1.12.D.11 Assess the role of revenue-generating assets as mechanisms for accruing and managing wealth.
- 9.1.12.D.12 Compare and contrast the past and present role of government in the financial industry and in the regulation of financial markets.
- 9.1.12.D.13 Determine the impact of various market events on stock market prices and on other savings and investments.
- 9.1.12.D.14 Evaluate how taxes affect the rate of return on savings and investments.
- 9.1.12.D.15 Analyze how savings, retirement plans, and other investment options help to shift current income for purposes of tax reporting and filing.

Curriculum aligned with: 2020 New Jersey Student Learning Standards for 21st Century Skills (9.1 A-F)

21st Century Theme: Global Awareness , Financial, Economic, Business and Entrepreneurial Literacy , Civic Literacy , Health Literacy Environmental Literacy

21st Century Skills: Critical Thinking & Problem Solving Creativity and Innovation , Collaboration, Teamwork and Leadership , Cross-Cultural Understanding and Interpersonal Communications , Communication and Media Fluency , Accountability, Productivity and Ethics

Interdisciplinary Connection: Math=MA, English=ELA, Science=SCI, Social Studies=SS, Physical Education=PE, Art=ART, Music=MU, Technology=TECH, World Language=WL

ESSENTIAL QUESTIONS	ENDURING UNDERSTANDING	ACTIVITIES AND STUDENT EXPERIENCES
How do financial institutions work and how do we use them?	<ul style="list-style-type: none"> • Examine the functions, services, and products offered at various financial institutions • Compare the costs and benefits of select banking products 	<p>Lesson 1: Banking Basics Researching Financial Institutions--Students learn about different financial institutions and the pros and cons of each type.</p> <p>Comparing Accounts--Students learn about the different types of bank products, bank</p>

<p>Why is it important to explore different types of financial institutions and the products that they offer?</p> <p>How do you open a checking and savings account and how do you manage each?</p> <p>Why is it important to continually monitoring and reconciling your account?</p> <p>What role does investing play in overall financial strategy?</p> <p>What are some primary stressors related to financing your education?</p> <p>What can you do each year of high school to prepare for future costs?</p> <p>Why is it important to compare the costs of higher education institutions, exploring sources of financing, and learning how to acquire federal aid through the FAFSA?</p>	<ul style="list-style-type: none"> ● Demonstrate how to open and effectively use a checking and savings account ● Monitor and reconcile bank statements to their personal records ● Explain how investing can be used as part of a long-term financial strategy ● Discover money personality, including spending and saving propensity ● Describe the reasons for maintaining a budget ● Build a budget by prioritizing needs and wants ● Develop a system for tracking income, spending, and savings ● Devise a contingency plan for covering unexpected expenses ● Analyze the relationship between cost of education versus return on investment ● Compare costs of various higher education options ● Analyze costs beyond tuition associated with postsecondary education and training institutions ● Understand the costs and benefits of funding options ● Discuss the purpose and components of the FAFSA 	<p>product features, and simple vs. compound interest.</p> <p>Opening and Using Accounts--Students learn about the required information necessary for opening checking and savings accounts and how to use them.</p> <p>Monitoring and Reconciling Accounts--Students monitor bank statements and learn how to reconcile them.</p> <p>Investing--Students explore what is investing, why to invest, and different types of investment vehicles.</p> <p>Budget Introduction--Students discover budgets and the reasons to have them.</p> <p>Setting Up a Budget--Students prioritize needs and wants and identify budget line items to comprise their budget.</p> <p>Budgeting Tools--Students explore common budgeting tools.</p> <p>Tracking Spending--Students explore the consequences of unplanned spending on a budget.</p> <p>Emergency Expenses--Students establish an emergency fund and discover the consequences of not planning for unexpected expenses</p>
<p>Content Statements</p>	<p>Cumulative Progress Indicators</p>	<p>Lesson 6: Financing Higher Education</p> <p>ROI of Higher Education--Students explore the return on investment of attending higher education.</p>
<ul style="list-style-type: none"> ● Students understand the relationship between personal health, workplace performance and personal well-being; they act on that understanding to regularly practice healthy diet, exercise and mental health activities. ● Students also take regular action to contribute to their personal financial well-being, understanding that personal financial security provides the peace of mind required to contribute more fully to their own career success. 	<p>9.1.12.D.1 Calculate short- and long-term returns on various investments (e.g., stocks, bonds, mutual funds, IRAs, deferred pension plans, and so on).</p> <p>9.1.12.D.5 Justify the use of savings and investment options to meet targeted goals.</p> <p>9.1.12.D.6 Analyze processes and vehicles for buying and selling investments.</p> <p>9.1.12.D.9 Relate savings and investment results to achievement of financial goals.</p> <p>9.1.12.D.13 Determine the impact of various market events on stock market prices and on other savings and investments.</p>	<p>Higher Education Costs--Students identify types of costs associated with different postsecondary education institutions.</p> <p>Financing Higher Education--Students analyze the advantages and disadvantages of various sources of funds for postsecondary education and training.</p> <p>Applying for Federal Aid--Students explore the purpose and components of the FAFSA form.</p> <p>Desired Results: Students are discerning in accepting and using new information to make decisions, change practices or inform strategies. They use reliable research process to search for new information. They evaluate the validity of sources when considering the use and adoption of external information or practices in their workplace situation.</p>

	<p>9.1.12.D.14 Evaluate how taxes affect the rate of return on savings and investments.</p> <p>9.1.12.D.15 Analyze how savings, retirement plans, and other investment options help to shift current income for purposes of tax reporting and filing.</p>	
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CRP1. Act as a responsible and contributing citizen and employee. **CRP9.** Model integrity, ethical leadership and effective management.

CRP12. Work productively in teams while using cultural global competence.

STANDARD: 9.1 PERSONAL FINANCIAL LITERACY	STRAND E: BECOMING A CRITICAL CONSUMER
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9.1.12.E.1 Evaluate the appropriateness of different types of monetary transactions (e.g., electronic transfer, check, certified check, money order, gift card, barter) for various situations.

9.1.12.E.2 Analyze and apply multiple sources of financial information when prioritizing financial decisions.

9.1.12.E.3 Determine how objective, accurate, and current financial information affects the prioritization of financial decisions.

9.1.12.E.4 Evaluate how media, bias, purpose, and validity affect the prioritization of consumer decisions and spending.

9.1.12.E.5 Evaluate business practices and their impact on individuals, families, and societies.

9.1.12.E.6 Evaluate written and verbal contracts for essential components and for obligations of the lender and borrower.

9.1.12.E.7 Apply specific consumer protection laws to the issues they address.

9.1.12.E.8 Relate consumer fraud, including online scams and theft of employee time and goods, to laws that protect consumers.

9.1.12.E.9 Determine when credit counseling is necessary and evaluate the resources available to assist consumers who wish to use it.

9.1.12.E.10 Determine reasons for the increase of identity theft worldwide and evaluate the extent to which victims of identity theft are successful in fully restoring their personal identities.

STANDARD: 9.1 PERSONAL FINANCIAL LITERACY

STRAND F: CIVIC FINANCIAL RESPONSIBILITY

9.1.12.F.1 Relate a country’s economic system of production and consumption to building personal wealth and achieving societal responsibilities.

9.1.12.F.2 Assess the impact of emerging global economic events on financial planning.

9.1.12.F.3 Analyze how citizen decisions and actions can influence the use of economic resources to achieve societal goals and provide individual services.

9.1.12.F.4 Summarize the purpose and importance of a will.

9.1.12.F.5 Compare and contrast the role of philanthropy, volunteer service, and charities in community development and quality of life in a variety of cultures.

9.1.12.F.6 Explain the concept and forms of taxation and justify the use of taxation to fund public activities and initiatives.

Curriculum aligned with: 2020 New Jersey Student Learning Standards for 21st Century Skills (9.1 A-F)

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Interdisciplinary Connection: Math=MA, English=ELA, Science=SCI, Social Studies=SS, Physical Education=PE, Art=ART, Music=MU, Technology=TECH, World Language=WL

ESSENTIAL QUESTIONS	ENDURING UNDERSTANDING	ACTIVITIES AND STUDENT EXPERIENCES
<p>How does employment decisions affect income over a lifetime?</p> <p>What impact does education and skill development have on future earning potential?</p> <p>What are different ways to supplement income?</p> <p>How do you navigate the financial paperwork and choices that come with starting a new career?</p>	<ul style="list-style-type: none"> ● Analyze relationship between education, training, and earnings ● Examine the different deductions that come out of a paycheck that determines net pay ● Explain the content and purpose of standard tax forms ● Identify other types of income that can supplement wages or a salary ● Investigate benefits such as health insurance contributions, retirement benefits, leave, life insurance, and disability 	<p>Lesson 2: Income and Employment Impact of Education on Career Earnings--Students discover how their level of education or job training affects total income over a lifetime.</p> <p>Tax Withholding--Students discover the purpose of tax withholding and how to fill out a W-4 tax form.</p> <p>Analyzing a Paycheck--Students analyze a paycheck to learn how to calculate net pay.</p> <p>Gig Economy--Students explore other sources of income to supplement their primary income.</p>

<p>What benefits might you receive from your employer that supplements your income?</p> <p>Why is it important to reflect on your own budgeting personality?</p> <p>What are the benefits of using a budget?</p> <p>How does tracking your income and spending help ensure you have enough money for your own financial goals?</p> <p>Why is it important to reflect on your own spending behaviors?</p> <p>How do you effectively navigate the purchase decision process for everyday purchases, a car, and a house?</p> <p>How do you conduct product research and get the most value out of your purchases?</p> <p>Why is it important to evaluate which payment method to use when acquiring the goods and services they want?</p> <p>Why is it important to reflect on your own feelings on debt?</p> <p>What is credit and how does it work?</p> <p>Why is it important to stay up to date with relevant terminology and what features and fees should you look for when shopping for a credit card?</p> <p>Why is it important to use credit responsibly?</p> <p>Why is it important to reflect upon your own risk taking propensity?</p> <p>Why is it important to devise a risk management strategy that includes personal and financial precautionary measures?</p> <p>What is insurance and how does it work?</p>	<ul style="list-style-type: none"> ● Discover money personality, including spending and saving propensity ● Describe the reasons for maintaining a budget ● Build a budget by prioritizing needs and wants ● Develop a system for tracking income, spending, and savings ● Devise a contingency plan for covering unexpected expenses ● Recognize the responsibilities associated with personal finance decisions ● Assess the quality of sources when researching products to buy ● Analyze the costs and benefits of renting vs. owning ● Apply strategies for making informed decisions when purchasing consumer goods ● Describe when and how to use different payment methods ● Recognize common consumer scams and how to avoid them ● Understand the reason for using debt to finance purchases ● Compare and select credit cards based on features and impact to personal financial plan ● Describe how credit repayment affects the cost of borrowing ● Explain how the terms of a loan can affect the cost of credit ● Develop strategies to manage debt and understand the consequences of not managing debt wisely ● Recognize and avoid identity theft and fraud ● Identify common types of risks and basic risk management methods ● Explain the role insurance can play in a risk management strategy ● Define insurance terminology ● Distinguish among the types, costs, and benefits of insurance coverage 	<p>Filing Taxes--Students learn about the purpose of a W-2 and how to fill out a 1040 tax form.</p> <p>Benefits--Students discover the purpose of benefits and compare different types.</p> <p>Lesson 3: Budgeting Budget Introduction--Students discover budgets and the reasons to have them.</p> <p>Setting Up a Budget--Students prioritize needs and wants and identify budget line items to comprise their budget.</p> <p>Budgeting Tools--Students explore common budgeting tools.</p> <p>Tracking Spending--Students explore the consequences of unplanned spending on a budget.</p> <p>Emergency Expenses--Students establish an emergency fund and discover the consequences of not planning for unexpected expenses</p> <p>Lesson 4: Consumer Skills Shopping for Everyday Items--Students explore how to effectively shop for everyday items by calculating unit price and assessing the validity of advertisements and sources. They also learn about different payment methods that can be used to make purchases.</p> <p>Shopping for a Car--Students discover the costs and benefits of owning vs. leasing a car and what they need to consider when shopping for one.</p> <p>Shopping for a Home--Students learn about the costs and benefits of owning vs. renting a home and what they need to consider when buying a house.</p> <p>Lesson 5: Credit and Debit Credit--Students are introduced to credit, how it works, and the advantages and disadvantages of using it.</p> <p>Credit Cards--Students explore credit card terms and different types of credit cards.</p> <p>Using Credit--Students navigate through different credit-related scenarios and learn about credit scores and identity theft/fraud</p> <p>Debt--Students explore how to use debt and loans as part of their personal finance strategy.</p> <p>Debt Management--Students discover strategies for effect debt management and the consequences for poor debt management</p>
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<p>What are the financial consequences for not having insurance?</p> <p>Why is it important to explore the different types of insurance, including auto, renters/ homeowners, health, disability, and life insurance?</p> <p>What does the insurance cover, how it works, where to get it, and specific nuances related to the type of insurance?</p>		<p>Lesson 7: Insurance Risk Management and Insurance--Students explore insurance as part of their risk management strategy.</p> <p>Auto Insurance--Students discover the purpose and types of auto insurance.</p> <p>Renters/Homeowners Insurance--Students analyze the purpose and types of insurance to protect their home and assets.</p> <p>Health Insurance--Students explore risk management strategies related to personal and family health insurance.</p> <p>Disability and Life Insurance--Students learn about the benefits of disability and life insurance.</p>
Content Statements	Cumulative Progress Indicators	
<ul style="list-style-type: none"> ● Students understand the obligations and responsibilities of being a member of a community, and they demonstrate this understanding every day through their interactions with others. They are conscientious of the impacts of their decisions on others and the environment around them. ● Students think about the near-term and long-term consequences of their actions and seek to act in ways that contribute to the betterment of their teams, families, community and workplace. They are reliable and consistent in going beyond the minimum expectation and in participating in activities that serve the greater good. 	<p>9.1.12.E.1 Evaluate the appropriateness of different types of monetary transactions (e.g., electronic transfer, check, certified check, money order, gift card, barter) for various situations.</p> <p>9.1.12.E.6 Evaluate written and verbal contracts for essential components and for obligations of the lender and borrower.</p> <p>9.1.12.E.8 Relate consumer fraud, including online scams and theft of employee time and goods, to laws that protect consumers.</p> <p>9.1.12.E.9 Determine when credit counseling is necessary and evaluate the resources available to assist consumers who wish to use it.</p> <p>9.1.12.F.3 Analyze how citizen decisions and actions can influence the use of economic resources to achieve societal goals and provide individual services.</p> <p>Desired Results: Students consistently act in ways that align personal and community-held ideals and principles while employing strategies to positively influence others in the workplace. They have a clear understanding of integrity and act on this understanding in every decision. They use a variety of means to positively impact the directions and actions of a team or organization, and they apply insights into human behavior to change others' action, attitudes and/or beliefs. They recognize the near-term and long-term effects that management's actions and attitudes can have on productivity, morals and organizational culture.</p>	
<p>Assessments For All Lessons--EVIDENCE THAT STUDENTS ARE UNDERSTANDING THE MATERIAL BEING PRESENTED:</p> <ul style="list-style-type: none"> ● ASSESSMENTS ● TESTS ● HOMEWORK ASSIGNMENTS ● IN CLASS ASSIGNMENTS ● ORAL EXPLANATIONS 		
<p>Equipment Needed For All Lessons For Students: Chromebook, Internet, Teacher made class, student made account-- www.everfi.com</p>		

TO SHOW EVIDENCE OF MEETING CLASS STANDARDS, STUDENTS:

Students will understand the different ways to acquire income, develop a savings and investing plan, create a budget, track expenses, make informed purchases, monitor and protect their money, and navigate financial institutions and financial products.

Teacher Resources For All Lessons:

Macbook, Internet, Teacher made account-- www.everfi.com

Modifications and Accommodations For All Lessons Special education students, English language learners, students at risk of school failure and gifted students:

- Modifying the Presentation of Materials
- Use concrete examples of concepts before teaching the abstract
- Frequently check on progress of independent work
- Modifying the Environment
- Seat student in an area free of distractions
- Modifying Test/Retaking Test
- Time of test determined by instructor
- Allow use of instructional aids (calculator, computer, etc.)
- Location of test determined by instructor
- Modifying the Grading
- Allow for spelling errors

Class Work Curricular Procedures

- Use of aids (calculator, computer, tape recorder, etc.)
- Clarify, restate and repeat directions
- Preferential seating
- Provide study guide