Lehighton Area School District
Curriculum Framework

Course Title:	Personal Finance
Content Area:	Business Education
Grade Level(s):	10-12
Course Overview:	This course is designed to provide students with the necessary skills to perform well as a consumer in day to day affairs that present themselves in a business orientated system such as ours. Topics included: decision making & goal setting; careers & planning; financial planning including budgeting, saving & investing; banking services; credit management; choosing and paying for postsecondary education; risk protection; transportation options and housing.
PA Core Standards:	Download Standards: PA Academic Standards - SAS
Key Course Text and Materials:	Keys to Financial Success Curriculum; Next Generation Personal Finance
Key Assessments/Projects:	Pre and Post Test; Theme Tests; lesson quizzes; lesson activities; Budgeting Simulation; and Career Research

Big Idea/Unit:	Goals and Decision Making			
Pacing:	8 hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
	1.1Unlock Your Financial Future	income, interest, saving	Kahoot!: The Millionaire Game	Lesson quizzes
17.1.9-12A, B, C, D,	1.2 The Economic Way of Thinking/Explain the basic principles of economic reasoning; Apply the principles of economic reasoning to solve a problem	incentives, opportunity cost	Keys Handouts	Unit test
17.3.9-12A, B	1.3 Decision Making/Explain the effect that common decision-making strategies have on the choices people make; Apply the five-step decision-making model to make a decision	decision making, scarcity		Electronic Portfolio slides
	1.4 Financial Values and Goals	goal setting, SMART goal	Youtube: PACED video	
	1.5 Understanding Cognitive Biases			

Big Idea/Unit:	Careers and Planning			
Pacing:	10 hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
17.2.9-12.A, B, E, F, G, H, I	2.1 Planning for Your Career/Examine their personal characteristics, interest and traits; Identify two initial career choices; Identify connections between personality traits and career choices	multiple intelligences	Keys Handouts	inventory assessments
13.1.9-12A, B, C, D, F	2.2 Entrepreneurship/List characteristics of entrepreneurs; compare the conditions of employment between working for yourself and working for a company; and identify examples of small business opportunities in the areas of service, retail, and franchise, including Internet-related opportunities	entrepreneur	O*NET Online Research	Job research project
13.2.9-12.F	2.3 Investing in Yourself/ Identify key terms such as income and human capital; recognize the relationship between investing in human capital and income	income, careers, human capital		Unit test
13.3.9-12.A, B, C,	2.4 What Else is Out There and How Would I Find It/Identify labor trends and opportunities in the current economy; research occupations and apply the information to the career decision-making process			Portfolio slides
13.4.9-12.A, B, C	2.5 Dreams and Plans/choose a career for use throughout the Keys curriculum; make an informed decision using a process and a decision-making grid; research possible career choices	resume	Resume Activities	
	2.6 Opportunity Occupations and the Occupational Mobility Explorer			

	2.7 So You Want to Be an Influencer (time permitting)	Opportunity Occupations		

Big Idea/Unit:	**Budgeting**			
Pacing:	15 hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
17.2.9-12F.H, I	3.1 Why Should I Have a Budget/explain that one's income has limits and that choices must be made within those limits; explain that a budget can help an individual live within his or her means	budgeting, spending	Keys handouts	Lesson Quizzes
17.3.9-12.A, B, C, D, E,F	3.2 Funding My Goals/Analyze current spending and saving behaviours and patterns in order to make informed decisions when writing a budget; demonstrate the relationship between goals and a budget			Unit Test
17.4.9-12.A, B	3.3 Taxes/Describe the difference between gross and net income; identify some common benefits provided by employers; calculate marginal tax rates and net pay; and explain how paying taxes affects income	gross income, net income, FICA taxes, mandatory deduction, marginal tax rate, individual retirement accounts W2 and W4	Kahoot!:What Are All These Deductions from my Paycheck?	NGPF Tax Simulation
17.1.9.I, J	3.4 Managing Money/Categorize and differentiate among various types of expenses; explain why trade-offs occur when constructing a budget, and calculate fixed and variable expenses and simple interest	assets, fixed expenses, liabilities, net worth, variable expenses	FFFL activity sheets	Activity Reflections (Portfolio)
	3.5 Preparing My Own Budget/Construct a personal budget based on the entry level career salary chosen earlier; analyze how a budget will help individuals achieve their goals.		YouTube John and Marcia story NGPF Activities	

Big Idea/Unit:	**Financial Institutions and Services**			
Pacing:	8 hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
17.1.9-12.C, E, F, G, H, I	4.1 Financial Institutions/Determine the appropriate financial institution to use for various financial services; Determine the appropriate financial service for different situations	financial institution; check cashing store; payday loan store; bank; credit union	"Straight Talk From the SEC video	

17.3.9-12.G, H, I	4.2 Checking Accounts/compare checking accounts, savings accounts, and check-casheing services; explain what automatic/direct deposits, electronic payments, and checks are; and explaining the importance of maintaining records of deposits to, withdrawals from, and payment from a bank account	checking account, check, check-cashing services, checking account, direct deposit, electronic payments, overdraft, savings	The Federal Reserve and You Segment 104 Supervision and Regulation Deposit Insurance Coverage Overview video, PowerPoint, Keys handouts, *Page One Economics: Focus on Finance Banking Basics*	
	4.3 Payment Methods/Explore a variety of payment methods and evaluate the tradeoffs associated with each option			
	4.4 Financial Technology/define financial technology (fintech) and identify common types; analyze how fintech influences financial behavior and decision-making; and evaluate the advantages and disadvantages of using fintech.	Buy Now, Pay Later; Financial technology (Fintech); Person-to-person payments and robo-advisor	Quizlet Financial Services; Keys handouts Online Banking Simulation Quizlet: Building a Portfolio	3.6 Assessment and advising memo

Big Idea/Unit:	**Saving and Investing**			
Pacing:	10 hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
17.2.9-12.A, B	5.1 Spending and Saving/identify & compare the opportunity cost and the benefit of spending & saving; calculate investment accumulations for various interest rates and investment time periods; analyze and explain the impact of the account saved, time, and rate of return on financial accumulations; estimate the change in the value of an asset using the Rule of 72.	Compound interest, opportunity cost; Rule of 72; rate of return, saving	Keys PowerPoint	Unit test
17.4.9-12A-I	5.2 Save, Invest, or Both?/compare the tradeoffs between saving & investing; explain the relationship between risk and potential return; analyze how financial goals, risk tolerance, and time horizon influence saving and investing decisions; and apply knowledge of financial risk to evaluate financial decisions and advice	diversification; financial goals; financial risk; investing;risk vs. return; risk tolerance; saving; and time horizon	Keys Handouts	Lesson assessments

	5.3 Evaluating Investment Options/identify and describe criteria that would be important in choosing investments; use the PACED decision-making model to choose investments	costs; decision-making; liquidity; rate of return; and risk	Get Into Stocks video	Portfolio slides
	5.4 Creating Investment Portfolios/create investment portfolio for hypothetical clients based on their financial situation, investment goals, and risk profiles	investment; risk	Mutual Benefits video	
	5.5 Escape Employment and Retire/identify common sources of retirement income; explain the differences between Roth and traditional retirements accounts; and develop a tentative retirement plan	defined-benefits plan; defined-contributions plan; Roth retirement plan; Social Security; and Traditional retirement plan	Understanding Capital Markets Escape room maze	

Big Idea/Unit:	**Credit**			
Pacing:	10 Hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
17.6.9-12A-D	6.1 Credit: The Most Important Grade You'll Ever Earn/examine the advantages and disadvantages of using credit to make purchases; and explain how to establish good credit	annual percentage rate; credit; and credit score	Keys PowerPoint	Unit test
	6.2 What is Credit/explain the advantages and disadvantages of credit; describe various types of loans or credit		Keys Handouts	Lesson assessments
	6.3 Making Credit Choices/develop and apply criteria for determining when the use of credit is appropriate; justify the use of credit for a specific purpose.	auto loan; buy now, pay later; credit; credit card; mortgage; personal loan; and student loan	NGPF Activities	Portfolio slides
	6.4 Credit Reports and Credit Scores/explain the difference between a credit report and a credit score; summarize the factors used to calculate a credit score; explain how financial behaviors can improve or lower a credit score; and determine how the 3Cs of Credit can influence a borrower's access to credit and loan terms.	capacity; character; collateral; credit;credit report; credit score; creditworthiness	Credit Activity	
	6.5 Credit Cards: Total Frenemy/explain how credit cards work, including how interest and payments affect the total cost of borrowing; compare credit card offers using key terms and disclosures; analyze credit card statements to identify financial habits and borrowing costs; apply responsible credit card practices to make informed financial decisions.	Annual Percentage Rate (APR); benefit; cost credit; credit card; incentive; interest; interest rate; revolving credit and Schumer box	YouTube clip	

	6.6 Strategies for Getting Out of Debt/list strategies for paying off credit card debt; summarize options for getting out of debt; explain the benefits and costs associated with different methods of getting out of debt	bankruptcy, credit counseling, credit repair, debt, debt consolidation loan, debt settlement		
	6.7 All About Interest/define annual percentage rate, interest, interest rate, loan and payday loan	payday loan		

Big Idea/Unit:	**Risk Protection**			
Pacing:	20 hours (+ 10 for the optional lessons)			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
17.5.9-12A-G	7.1 Consumer Protection/identify problems related to the purchase of goods and services; and identify features of key federal legislation that help protect consumer in credit transactions.	Investment, risk	Keys PowerPoint	Lesson assessments
17.1.9-12.I,J,K	7.2 Don't Be Scammed/list ways individuals and companies attempt to gain money and personal information from others for fraudulent uses; explain how individuals can protect themselves from identity theft and other scams; provide suggestions on where to obtain information on scams; give information on where to report scams.	identity theft, risk, scam	Keys Handouts	Unit test
	7.3 Managing Risk/define insurance, premium, deductible, copay, and liability; describe the benefits of insurance (loss reduction); describe the costs of insurance (premiums plus other opportunity costs); explain why buying insurance may be a good idea even if the costs exceed the benefits over a given period.	financial risk, opportunity cost, premium,	NGPF Activities	Portfolio slides
	7.4 Life Insurance, POAs, and Wills (time permitting)/identify the primary purpose of life insurance and situation when life insurance is important and not so important to have; identify the main features of term insurance and permanent insurance policies; explain how both will and power of attorneys protect a person's assets and family and when each document is effective (during life vs. after death); explain the consequences of dying without a will or becoming incapacitated without a power of attorney, even as your adults	beneficiary, cash value; estate plan, life insurance; permanent life insurance; power of attorney; premium; term life insurance; and will	YouTube Estate Planning	
	7.5 Everything You Ever Wanted to Know About Car Insurance (time permitting)/identify the automobile insurance coverage that would apply to various accident situation; identify common discounts insurance companies offer and explain why the companies off these discounts; explain why automobile insurance rates vary for different ages groups and different sexes; define the nature of financial responsibility laws and explain why many states have them; comparison shop for automobile insurance coverages	Decision-making, insurance, liability, types of automobile insurance		

	7.6 Why Renter's Insurance? (time permitting)/describe what is covered and what is not covered in a typical renters insurance policy; differentiate between replacement-cost and cash-value coverage; describe the factors that affect the premiums for renters insurance; evaluate whether they should buy renter's insurance in the future			
	7.7) Understanding Health Insurance (time permitting)/define premium, deductible, copay, coinsurance, and out-of-pocket maximums; explain how cost sharing works with health insurance policies; calculate a policyholder's financial responsibility for healthcare; and recommend a health insurance policy based on individual characteristics.	copayment, coinsurance		
Big Idea/Unit:	**Post-Secondary Education**			
Pacing:	8 hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
13.4.9-12.D	8.1 Postsecondary Alternatives/identify postsecondary education alternatives to four-year colleges and universities; explain why postsecondary alternatives to four-year colleges and universities are often a good choice for students; analyze multiple postsecondary options and explain which option(s)best support their personal and career goals.	decision making	Keys PowerPoint	Lesson assessment
17.2.9-12.C, D, E, F	8.2 Choosing a Postsecondary School/identify which non-monetary factors are important to them when choosing a post-secondary institution; explain the importance of balancing non-monetary factors and financial costs when selecting a college; explain the five common costs of college, the sticker price, and the net price that should be considered when choosing a post-secondary school;use the "college Navigator" website to examine monetary and non-monetary factors for three different school they are interested in attending.	cost/benefit analysis; ROI (return on Investment)	NGPF Activities	portfolio slides
	8.3 Paying for Postsecondary Education/describe different ways to pay for postsecondary education; describe and identify and analyze the costs and benefits of postsecondary education using return on investment (student loan costs compared to anticipated monthly income).		Keys Handouts	
	8.4 Understating the Financial Aid Process/explain the basic steps involved in obtaining federal student financial aid; compare federal and private loans and explain what it means to take out each type of loan; and identify various strategies they can use to be a responsible borrower.			
Big Idea/Unit:	**Transportation**			

Pacing:	5 hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
13.4.9-12.D	9.1 Transportation Options/identify the costs and benefits of transportation alternatives; list the criteria for making decisions related to owning a car; research vehicle options within their budget; and decide how much they can afford to pay for a car and stay within their budget. 9.2 The Car Deal Package/analyze the price of consumer credit; identify the factors that affect the total price for a care including the interest rate, the length of the contract and the size of a down payment; evaluate the costs and benefits of car purchase options; identify an advantage and a disadvantage of secured loans; and analyze a car contract	20-10 Rule; costs and benefits and decision making collateral, contract; gross pay, interest, lien, net pay opportunity cost, principal, secured loan, Truth in Lending Act	Keys PowerPoint Keys Handouts Cost-Effective Ways to Get Around Urban Areas video	Lesson assessment portfolio slides

Big Idea/Unit:	**Housing Issues**			
Pacing:	5 hours			
Standards	**Objective/Skill**	**Vocabulary**	**Additional Resources**	**Assessment/Project**
13.4.9-12.D	10.1 Moving into My Own Place/identify factors or criteria for choosing an apartment; identify expenses related to moving into an apartment; interpret various clauses in lease agreements.	lease, rent	Keys PowerPoint	Lesson assessment
17.3.9-12J, K, L, M	10.2 How Comfortable Will My Place Be/identify furnishing for an apartment; research and calculate the cost for furnishing an apartment; list the options for acquiring furnishings for an apartment, and using a budget to make decisions about how to furnish an apartment.	budgeting, decision-making, payment options	Keys Handouts	portfolio slides
	10.3 Tired of Renting: Should I Buy My Own House/compare and contrast the benefits and costs of renting versus owning a place to live; explain what a mortgage is	affordability, mortgage, owning, and renting	video *Renting You First Place* NGPF Activities	