Financial Literacy Curriculum & Pacing Guide

Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter One: Introduction to Personal Finance	Number of Weeks/Days: 3 weeks/15 days	
Standards:	Assessment:	Resources:
EARNING INCOME 12-1. o Compensation for a job or career can be in the form of wages, salaries, commissions, tips, or bonuses, and may also include contributions to employee benefits, such as health insurance, retirement savings plans, and education reimbursement programs. SPENDING 12-1. o A budget helps people achieve their financial goals by allocating income to necessary and desired spending, saving, and philanthropy. SPENDING 12-9. o Having an organized system for keeping track of spending, saving, and investing makes it easier to make financial decisions. SAVING 12-8. o People can reduce the potential for future financial strife with a partner or spouse by sharing personal financial information, goals, and values prior to combining finances. MANAGING CREDIT 12-12. o Consumer credit protection laws govern disclosure of credit terms, discrimination in borrowing, and debt collection practices. MANAGING CREDIT 12-13. o Alternative financial services, such as payday loans, check cashing services, pawnshops, and instant tax refunds, provide easy access to credit, often at relatively high cost.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4th Edition) – Dave Ramsey ▪ Chapter One Website(s): o NGPF.org o Banzai.org o PlaySpent.org o Financial Football Video(s): o Spent: Looking for Change Other: o Money Personality Test

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<table>
<tr><td>Content Area: Financial Literacy</td><td colspan="2">Grade Level: 11th and 12th</td></tr>
<tr><td>Title of Unit: Chapter Two: Budgeting Basics</td><td colspan="2">Number of Weeks/Days: 2.5 weeks/12 days</td></tr>
<tr><td>Standards:</td><td>Assessment:</td><td>Resources:</td></tr>
<tr><td>EARNING INCOME 12-1.
o Compensation for a job or career can be in the form of wages, salaries, commissions, tips, or bonuses, and may also include contributions to employee benefits, such as health insurance, retirement savings plans, and education reimbursement programs.
SPENDING 12-1.
o A budget helps people achieve their financial goals by allocating income to necessary and desired spending, saving, and philanthropy.
SPENDING 12-7.
o People donate money, items, or time to charitable and nonprofit organizations because they value services provided by the organization and/or gain satisfaction from giving.
SPENDING 12-9.
o Having an organized system for keeping track of spending, saving, and investing makes it easier to make financial decisions.
SAVING 12-8.
o People can reduce the potential for future financial strife with a partner or spouse by sharing personal financial information, goals, and values prior to combining finances.</td><td rowspan="2">Formative assessments:
o Pre-Test
o Lesson Objectives Check-In
o Observation
o Lesson activities

Summative assessments:
o Quizzes
o Post-Test</td><td rowspan="2">Textbook:
o Foundations in Personal Finance (4th Edition) – Dave Ramsey
▪ Chapter Two
Website(s):
o NGPF.org
o Banzai.org
o PlaySpent.org
o Financial Football
o Money Magic
Project:
o Family Budget Reality Check</td></tr>
<tr><td></td></tr>
</table>

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Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter Three: Saving Money	Number of Weeks/Days: 2 weeks/10 days	
Standards:	Assessment:	Resources:
SAVING 12-4. o Inflation can erode the value of savings if the interest rate earned on a savings account is less than the inflation rate. SAVING 12-9. o There are many strategies that can help people manage psychological, emotional, and external obstacles to saving, including automated savings plans, employer matches, and avoiding personal triggers. INVESTING 12-2. o Investors earn investment returns from price changes and annual cash flows (such as interest, dividends, or rent). The nominal annual rate of return is the annual total dollar benefit as percentage of the beginning price. INVESTING 12-6. o When making diversification and asset allocation decisions, investors consider their risk tolerance, goals, and investing time horizon.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4th Edition) – Dave Ramsey ▪ Chapter Three Website(s): o NGPF.org o Banzai.org o PlaySpent.org o Financial Football o Money Magic o Hit the Road (Credit Union)

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<table>
<tr><td>Content Area: Financial Literacy</td><td colspan="2">Grade Level: 11th and 12th</td></tr>
<tr><td>Title of Unit: Chapter Four: Credit and Debt</td><td colspan="2">Number of Weeks/Days: 2 weeks/10 days</td></tr>
<tr><td>Standards:</td><td>Assessment:</td><td>Resources:</td></tr>
<tr><td>SPENDING 12-7.
o People donate money, items, or time to charitable and nonprofit organizations because they value services provided by the organization and/or gain satisfaction from giving.
MANAGING CREDIT 12-2.
o Loans that are secured by collateral have lower interest rates than unsecured loans because they are less risky.
MANAGING CREDIT 12-7.
o Lenders assess creditworthiness of potential borrowers by consulting credit reports compiled by credit bureaus.
MANAGING CREDIT 12-8.
o A credit score is a numeric rating that assesses a person’s credit risk based on information in their credit report.
MANAGING CREDIT 12-10.
o Borrowers who face negative consequences because they are unable to repay their debts may be able to seek debt management assistance.
MANAGING CREDIT 12-12.
o Consumer credit protection laws govern disclosure of credit terms, discrimination in borrowing, and debt collection services.
MANAGING CREDIT 12-13
o Alternative financial services such as payday loans, check cashing services, pawnshops, and instant tax refunds, provide easy access to credit, often at relatively high cost.</td><td>Formative assessments:
o Pre-Test
o Lesson Objectives Check-In
o Observation
o Lesson activities

Summative assessments:
o Quizzes
o Post-Test</td><td>Textbook:
o Foundations in Personal Finance (4th Edition) – Dave Ramsey
▪ Chapter Four
Website(s):
o NGPF.org
o Banzai.org
o PlaySpent.org
o Financial Football
o Money Magic
o Hit the Road (Credit Union)
o Shady Sam
o Play Influencd
Project:
o Drive Free
Seasonal Activities:
o Haunted House Budget Design
o Gobble Gobble Thanksgiving
o Haunted House Murder Mystery</td></tr>
</table>

Financial Literacy Curriculum & Pacing Guide

Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter Five: Consumer Awareness	Number of Weeks/Days: 2 weeks/10 days	
Standards:	Assessment:	Resources:
SPENDING 12-3. ○ When purchasing a good that is expected to be used for a long time, consumers consider the product's durability, maintenance costs, and various product features. SPENDING 12-4. ○ Consumers may be influenced by how prices of goods and services are advertised, and whether prices are fixed or negotiable. SPENDING 12-5. ○ Consumers incur costs and realize benefits when searching for information related to the purchase of goods and services. SPENDING 12-8. ○ Federal and state laws, regulations, and consumer protection agencies (e.g., Federal Trade Commission, Consumer Affairs office, and Consumer Financial Protection Bureau) can help individuals avoid unsafe products, unfair practices, and marketplace fraud. SAVING 12-9. ○ There are many strategies that can help manage psychological, emotional, and external obstacles to saving, including automated savings plans, employer matches, and avoid personal triggers. MANAGING RISK 12-11. ○ Online transactions and failure to safeguard personal documents can make consumers vulnerable to privacy infringement, identity theft, and fraud.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4th Edition) – Dave Ramsey ▪ Chapter Five Website(s): o NGPF.org o Banzai.org o PlaySpent.org o Financial Football o Money Magic o Hit the Road (Credit Union) o Shady Sam o Play Influencd

Financial Literacy Curriculum & Pacing Guide

Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter Six: Career Readiness	Number of Weeks/Days: 2 weeks/10 days	
Standards:	Assessment:	Resources:
EARNING INCOME 12-1. ○ Compensation for a job or a career can be in the form of wages, salaries, commissions, tips, or bonuses, and may also include contributions to employee benefits, such as health insurance, retirement savings plans, and education reimbursement programs. EARNING INCOME 12-3. ○ People vary in their opportunity and willingness to incur the present costs of additional training and education in exchange for future benefits, such as earning potential. EARNING INCOME 12-4. ○ Employers generally pay higher wages or salaries to more educated, skilled, and production workers than to less educated, skilled, and productive workers. EARNING INCOME 12-5. ○ Changes in economic conditions, technology, or the labor market can cause changes in income, career opportunities, or employment status.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4^{th} Edition) – Dave Ramsey ▪ Chapter Six Website(s): o NGPF.org o Banzai.org o PlaySpent.org o Financial Football o Money Magic o Hit the Road (Credit Union) o Shady Sam o Play Influencd o The Uber Game Project: o Career Readiness Portfolio Project

Financial Literacy Curriculum & Pacing Guide

Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter Seven: College Readiness	Number of Weeks/Days: 3 weeks/15 days	
Standards:	Assessment:	Resources:
EARNING INCOME 12-3. ○ People vary in their opportunity and willingness to incur the present costs of additional training and education in exchange for future benefits, such as earning potential. EARNING INCOME 12-4. ○ Employers generally pay higher wages or salaries to more educated, skilled, and production workers than to less educated, skilled, and productive workers. SPENDING 12-9. ○ Having an organized system for keeping track of spending, saving, and investing makes it easier to make financial decisions. MANAGING CREDIT 12-4. ○ Post-secondary is often financed by students and families/caregivers through a combination of scholarships, grants, student loans, work-study, and savings. MANAGING CREDIT 12-5. ○ Federal student loans have lower rates and more favorable repayment terms than private student loans, and may be subsidized.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4^{th} Edition) – Dave Ramsey ▪ Chapter Seven Website(s): o NGPF.org o Banzai.org o PlaySpent.org o Financial Football o Money Magic o Hit the Road (Credit Union) o Shady Sam o Play Influencd o The Uber Game o Cat Insanity Video: o Borrowed Future (Student Loan Video on Ramsey Classroom) o Get Smart with Money (NetFlix)

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<table>
<tr><td>Content Area: Financial Literacy</td><td colspan="2">Grade Level: 11th and 12th</td></tr>
<tr><td>Title of Unit: Chapter Eight: Financial Services</td><td colspan="2">Number of Weeks/Days: 2 weeks/10 days</td></tr>
<tr><td>Standards:</td><td>Assessment:</td><td>Resources:</td></tr>
<tr><td>SPENDING 12-1.
o A budget helps people achieve their financial goals by allocating income to necessary and desired spending, saving, and philanthropy.
SPENDING 12-9.
o Having an organized system for keeping track of spending, saving, and investing makes it easier to make financial decisions.
SAVING 12-1.
o Financial institutions offer several types of savings accounts, including regular savings, money market accounts, and certificates of deposit (CD’s), that differ in minimum deposits, rates, and deposit insurance coverage.
SAVING 12-3.
o Unless offered by insured financial institutions, mobile payment accounts and cryptocurrency accounts are not federally insured and usually do not pay interest to depositors.
SAVING 12-5.
o Government agencies such as the Federal Reserve, the FDIC, and NCUA, along with their counterparts in state government, supervise and regulate financial institutions to improve financial solvency, legal compliance, and consumer protection.</td><td>Formative assessments:
o Pre-Test
o Lesson Objectives Check-In
o Observation
o Lesson activities

Summative assessments:
o Quizzes
o Post-Test</td><td>Textbook:
o Foundations in Personal Finance (4th Edition) – Dave Ramsey
▪ Chapter Eight
Website(s):
o NGPF.org
o Banzai.org
o PlaySpent.org
o Financial Football
o Money Magic
o Hit the Road (Credit Union)
o Shady Sam
o Play Influencd
o The Uber Game
o Cat Insanity
Challenge:
o Bird’s Investment Challenge
o Howthemarketworks.com</td></tr>
</table>

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Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter Nine: The Role of Insurance	Number of Weeks/Days: 2 weeks/10 days	
Standards:	Assessment:	Resources:
MANAGING RISK 12-1. ○ People vary with respect to their willingness to accept risk and in how much they are willing to pay for insurance that will allow them to minimize future financial loss. MANAGING RISK 12-2. ○ The decision to buy insurance depends on perceived risk exposure, the price of insurance coverage, and individual characteristics such as risk attitudes, age, occupation, lifestyle, and financial profile. MANAGING RISK 12-3. ○ Some types of insurance coverage are mandatory. MANAGING RISK 12-4. ○ Insurance premiums are lower for people who take actions to reduce the likelihood and/or financial cost of losses and for those who buy policies with larger deductibles or copayments. MANAGING RISK 12-5. ○ Health insurance provides coverage for medically necessary health care and may also cover some preventive care. It is sometimes offered as an employee benefit with the employer paying some or all of the premium cost. MANAGING RISK 12-6. ○ Disability insurance replaces income lost when a person is unable to earn their regular income due to injury or illness. In addition to privately purchased policies, some government programs provide disability protection. MANAGING RISK 12-7.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4^{th} Edition) – Dave Ramsey ▪ Chapter Nine Website(s): o NGPF.org o Banzai.org o PlaySpent.org o Financial Football o Money Magic o Hit the Road (Credit Union) o Shady Sam o Play Influencd o The Uber Game o Cat Insanity Challenge: o Bird's Investment Challenge o Howthemarketworks.com

○ Auto, homeowners and renters insurance reimburse policyholders for financial losses to their covered property and the cost of legal liability for their damages to other people or property. MANAGING RISK 12-8. ○ Life insurance provides funds for beneficiaries in the event of an insured person's death. Policy proceeds are intended to replace the insured's lost wages and/or to fund their dependents' future financial needs.		

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Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter Ten: Income and Taxes	Number of Weeks/Days: 3 weeks/15 days	
Standards:	Assessment:	Resources:
EARNING INCOME 12-6. ○ Federal, state, and local taxes fund government-provided goods, services, and transfer payments to individuals. The major types of taxes are income taxes, payroll taxes, property taxes, and sales taxes. EARNING INCOME 12-7. ○ The type an amount of taxes people pay depend on their sources of income, amount of income, and amount and type of spending. EARNING INCOME 12-8. ○ Interest, dividends, and capital appreciation (gains) are examples of unearned income derived from financial investments. Capital gains are subject to different tax rates than earned income. EARNING INCOME 12-9. ○ Tax deductions and credits reduce income tax liability.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4^{th} Edition) – Dave Ramsey ▪ Chapter Ten Website(s): o NGPF.org o Banzai.org o PlaySpent.org o Financial Football o Money Magic o Hit the Road (Credit Union) o Shady Sam o Play Influencd o The Uber Game o Cat Insanity Challenge: o Bird's Investment Challenge o Howthemarketworks.com

Financial Literacy Curriculum & Pacing Guide

Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter Eleven: Housing and Real Estate	Number of Weeks/Days: 2 weeks/10 days	
Standards:	Assessment:	Resources:
SPENDING 12-1. ○ A budget helps people achieve their financial goals by allocating income to necessary and desired spending, saving, and philanthropy. SPENDING 12-6. ○ Housing decisions depend on individual preferences, circumstances, and costs, and can impact personal satisfaction and financial well-being. SPENDING 12-9. ○ Having an organized system for keeping track of spending, saving, and investing makes it easier to make financial decisions. MANAGING CREDIT 12-2. ○ Loans that are secured by collateral have lower interest rates than unsecured loans because they are less risky to lenders. MANAGING CREDIT 12-3. ○ Monthly mortgage payments vary depending on the amount borrowed, the repayment period, and the interest rate, which can be fixed or adjustable. MANAGING CREDIT 12-6. ○ Down payments reduce the amount needed to borrow.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4th Edition) – Dave Ramsey o Chapter Eleven Website(s): o NGPF.org o Banzai.org o PlaySpent.org o Financial Football o Money Magic o Hit the Road (Credit Union) o Shady Sam o Play Influencd o The Uber Game o Cat Insanity Challenge: o Bird's Investment Challenge o Howthemarketworks.com

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<table>
<tr><td>Content Area: Financial Literacy</td><td colspan="2">Grade Level: 11th and 12th</td></tr>
<tr><td>Title of Unit: Chapter Twelve: Investing and Retirement</td><td colspan="2">Number of Weeks/Days: 2 weeks/10 days</td></tr>
<tr><td>Standards:</td><td>Assessment:</td><td>Resources:</td></tr>
<tr><td>EARNING INCOME 12-10.
○ Retirement income typically comes from some combination of continued employment earnings, Social Security, employer sponsored retirement plans, and personal investments.
INVESTING 12-1.
○ A person's investment risk tolerance depends on factors such as personality, financial resources, investment experiences, and life circumstances.
INVESTING 12-3.
○ Investors expect to earn higher rates of return when they invest in riskier assets.
INVESTING 12-5.
○ The prices of financial assets change in response to market conditions, interest rates, company performance, new information, and investor demand.
INVESTING 12-6.
○ When making diversification and asset allocation decisions, investors consider their risk tolerance, goals, and investing time horizon.
INVESTING 12-9.
○ Common behavioral biases can result in investors making decisions that adversely affect their investment outcomes.
INVESTING 12-13.
○ Investors often compare the performance of their investments against a benchmark, such as diversified stock or bond index.</td><td>Formative assessments:
o Pre-Test
o Lesson Objectives Check-In
o Observation
o Lesson activities

Summative assessments:
o Quizzes
o Post-Test</td><td>Textbook:
o Foundations in Personal Finance (4th Edition) – Dave Ramsey
▪ Chapter Twelve
Website(s):
o NGPF.org
o Banzai.org
o Financial Football
o Money Magic
o Hit the Road (Credit Union)
o Shady Sam
o Play Influencd
o The Uber Game
o Cat Insanity
o Crypto-Craze
o Howthemarketworks.com
Challenge:
o Bird's Investment Challenge
o Howthemarketworks.com</td></tr>
</table>

INVESTING 12-14. ○ Criteria for selecting financial professionals for investment advice include licensing, certifications, education, experience, and cost.		

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Content Area: Financial Literacy	Grade Level: 11th and 12th	
Title of Unit: Chapter Thirteen: Global Economics	Number of Weeks/Days: 2 weeks/10 days	
Standards:	Assessment:	Resources:
EARNING INCOME 12-5. ○ Changes in economic conditions, technology, or the labor market can cause changes in income, career opportunities, or employment status. SPENDING 12-2. ○ Consumer decisions are influenced by the price of products or services, the price of alternatives, the consumer's budget and preferences, and potential impact of the environment, society, and economy. SPENDING 12-5. ○ Consumers incur costs and realize benefits when searching for information related to the purchase of goods and services.	Formative assessments: o Pre-Test o Lesson Objectives Check-In o Observation o Lesson activities Summative assessments: o Quizzes o Post-Test	Textbook: o Foundations in Personal Finance (4^{th} Edition) – Dave Ramsey o Chapter Thirteen Website(s): o NGPF.org o Banzai.org o Financial Football o Money Magic o Hit the Road (Credit Union) o Shady Sam o Play Influencd o The Uber Game o Cat Insanity o Crypto-Craze Challenge: o Bird's Investment Challenge o Howthemarketworks.com

Personal Finance Content Expectations

PF1 Earning Income

Conduct research regarding potential income and employee benefit packages, non-income factors that may influence career choice, benefits, and costs of obtaining the necessary education or technical skills, taxes a person is likely to pay, and other possible sources of income.

PF2 Buying Goods and Services

Describe the factors that consumers may consider when purchasing a good or service, including the costs, benefits, and the role of government in obtaining the information.

PF3 Budgeting and Saving

Identify the incentives people have to set aside income for future consumption and evaluate the impact of time, interest rates, and inflation upon the value of savings.

PF4 Using Credit

Evaluate the benefits, costs, and potential impacts of using credit to purchase goods and services.

4.1 Free Application for Federal Student Aid (FAFSA), Student Loans, Scholarships, Work Study and Grants

PF5 Financial Investing

Analyze the risks, expected rate of return, tax benefits, the impact of inflation, the role of government agencies, and the importance of diversification when investing in financial assets.

PF6 Protecting and Insuring

Assess the financial risk of lost income, assets, health, or identity, and determine if a person should accept the risk exposure, reduce risk, or transfer the risk to others by paying a fee now to avoid the possibility of a larger loss later.

PF7 Paying Taxes

Identify and evaluate taxes a person is likely to pay, including federal, state, and local taxes, tax benefits and drawbacks, impacts on take-home pay, types of IRS tax forms, and how these can affect their taxes.