KCKPS CTE CURRICULUM PACING GUIDE

INVESTING

KSDE Course Code	12107G0.501116GGF	KSDE Course Name	Investing
CIP Code	52.0801	KSDE Pathway	Business Finance
Infinite Campus Course Numbers	11117031S and 11117031Q		
Prerequisites	Accounting		
Courses That Follow	Finance Workplace Experience		
Buildings Offered	Washington High School		

KCKPS Course Description

Investing students learn about business and individual investment decisions by comparing and contrasting the investment qualities of cash, stock, bonds, and mutual funds. Students may also review annual reports, predicting growth rates, analyzing trends, and participating in stock market simulations.

Kansas Department of Education Course Competencies

Link to Career Cluster on KSDE
This course utilizes the approved competencies provided on the KSDE website. The competencies identified by KSDE provide the foundation for what students should know and/or be able to do by the end of the course.

Common District Summative Assessment

PACING GUIDE AT A GLANCE

Unit	Unit Name	Length
1	Introduction to Investments	10 weeks
2	Financial Planning	6 weeks
3	Risk Management	2 weeks

KSDE COURSE COMPETENCIES

Competency	Unit Taught
Benchmark 1.0 - Stocks, Bonds, & Commodities	
1.1 Compare and contrast stocks, bonds, and commodities.	1
1.2 Analyze stocks, bonds, commodity investments to calculate rates of return and access the risks involved.	1
1.3 Explain forms of dividends.	1
Benchmark 2.0 - Insurance & Annuities	
2.1 Evaluate information to explain insurable risk.	1
2.2 Compare and contrast term and whole life insurance.	1
2.3 Analyze annuity investment to calculate the return on investment.	1
Benchmark 3.0 - Secured and Unsecured Credit	
3.1 Compare and contrast secure vs. unsecured credit to arrive at cost factors and determine advantages.	2
Benchmark 4.0 - Investment Plans	

4.1 Prepare money management documents to meet the needs of clients.	2
4.2 Review clients need to identify risk tolerance.	2
4.3 Evaluate information to project rates of return	2
4.4 Select appropriate investment to provide desired rate of return.	2
4.5 Review financial information to determine current financial situation.	2
Benchmark 5.0 - Financial Statements	
5.1 Discuss the analysis of a company's financial situation using its financial statements.	2,3
5.2 Discuss external forces affecting a company's values.	2,3
5.3 Explain how value is created for a company.	2,3
5.4 Analyze a company's financial situation.	2,3
5.5 Calculate business ratios to evaluate company performance.	2,3
Benchmark 6.0 - Capital Market Securities	
6.1 Discuss ways to determine the best financing option for a company.	3
6.2 Discuss the nature of corporate bonds.	1,3
6.3 Discuss the cost of long-term debt.	3
6.4 Discuss the issuance of stock from a corporation.	1,3
6.5 Discuss the cost of common stock and preferred stock.	1,3
6.6 Explain the role of dividends in corporate finance.	1,3
6.7 Explain forms of dividends.	1,3
6.8 Explain the nature of dividend reinvestment plans (DRIPS)	1,3
Benchmark 7.0 - Risk Management	

7.1 Manage risk to protect a business's well-being.	3
7.2 Discuss the nature of risk management.	3
7.3 Identify and measure risk.	3
7.4 Discuss the nature of short-term (operating) financial plans.	3
7.5 Describe the nature of long-term (strategic) financial plans.	3
7.6 Analyze a company's financial statements.	3

UNIT 1

Introduction to Investments 10 weeks

Unit Overview

Unit 1 creates the foundation for students to gain an understanding of the basic principles of investing. Students will learn about the different types of investment vehicles including stocks, bonds, commodities and insurance products.

Unit Competencies

- 1. 0- Examine characteristics to distinguish between stocks, bonds, and commodities.
  - 1.1 Compare and contrast stocks, bonds, and commodities.
    - Understand differences between public and privately held companies.
    - Define stock, stock market, stockbroker, commission, stock exchange, shareholders, dividends.
    - Identify the differences between common and preferred stocks (growth, value, penny, blue chip, etc)
  - 6.5- Discuss the cost of common stock and preferred stock.
    - Explain why stock prices change (supply, demand, stock splits and current events).
    - Explain how to read and understand a stock quote.
    - Identify the various securities exchanges and the differences between them including New York Stock Exchange (NYSE), American Stock Exchange (AMEX), National Associates of Securities Dealers Automated Quotation system (NASDAQ).
    - Identify international securities exchanges and the international foreign exchange market (FOREX).
    - Explain the importance and role of various tracking devices and indexes in the securities market (DIJA, S&P, DOW JONES).
    - Explain the role of FINRA, SEC, and the Federal Reserve in regulating securities activities, insider trading and securities fraud.
    - Identify the difference between a bull and a bear market.
  - 6.4- Discuss the issuance of stock from a corporation.
    - Simulate the buying and selling of stock (The Stock Market Game, bankhs.com, creating a personal portfolio).
  - 6.2- Discuss the nature of corporate bonds.
    - Describe the characteristics of corporate bonds, convertible bonds, treasury bills and bonds, savings bonds, municipal bonds and junk bonds.
  - 1.3/6.7- Explain forms of dividends.
    - Define margin and short selling strategies.
  - 6.6- Explain the role of dividends in corporate finance.
  - 6.8- Explain the nature of dividend reinvestments plans (DRIPS).
  - 1.2- Analyze stocks, bonds, commodity investments to calculate rates of return and assess the risks involved.
- 2.0- Examine characteristics to distinguish between insurance and annuity products.
  - 2.1 Evaluate information to explain insurable risk.
    - Define insurance as it relates to the transfer of risk from one party to another.

        - Define basic terminology, including premium, deductibles, liability, claims, insurance fraud, insurable interest and beneficiary.
    - 2.2- Compare and contrast term and whole life insurance.
        - Describe the benefits and restrictions of term life insurance.
        - Describe the characteristics of whole and term life insurance including face amount, cash value premium etc.
    - 2.3- Analyze annuity investments to calculate the ROI (return on investment).

Unit Resources

Primary Resources	Supplemental Resources
• IAC K12 MT Basic Finance- Introduction to Financial Institutions, Investing, Management (Cengage)	• https://www.stockmarketgame.org/ • https://www.ngpf.org/

Unit Vocabulary

AMEX Bear market Beneficiary Bonds Commodities Convertible Bonds Corporate Bonds Coupon Rate Municipal Bonds Savings Bonds Treasury Bonds Bull market	Cash Value Common Stock Dividends DJIA Discount Rate Dollar Cost Averaging FDIC Federal Reserve FS:OC Grace Period	Inflation Initial public Offering Insider trading Insurance Interest Rate Life Insurance Municipal bond NASD NASDAQ NAV (Net Asset Value)	Non-taxable income NYSE OTC Penny Stocks Preferred Stock Premium Principal Savings Bond SEC Short Selling	S&P 500 Stock Split Stock Options Tax Free Tax Deferred Tax Deductible Tax Exempt Term Life Treasury Bill Whole LIfe Insurance

UNIT 2

Financial Planning 6 weeks

Unit Overview

In this unit, students will be responsible for creating an investment portfolio. They will expand upon their prior knowledge of investments as they learn how to analyze a company's performance. They will also review the cost factors and advantages of holding loans within a portfolio.

Unit Competencies

- 5.0- Analyze a company's financial statements.
    - 5.1- Discuss the analysis of a company's financial situation using its financial statements.
        - Identify and define basic financial terms used in business: Asset, Liability, Owners Equity, Revenue, Expense.
        - Analyze basic financial statements used in business:
            - Income Statement.
            - Balance Sheet.
            - Cash Flow Statement.
        - Analyze and interpret data that appears on financial statements used in making management decisions.
            - Return on Sales.
            - Break Even Analysis.
    - 5.2- Discuss external forces affecting a company's values.
    - 5.3- Explain how value is created for a company.
    - 5.4- Analyze a company's financial situation.
    - 5.5-Calculate business ratios to evaluate company performance.
        - Business ratios include: Liquidity Ratio, Current Ratio, Debt to Asset/Debt to Equity Ratio, Profitability Ratios, Efficiency Ratios. PE ratio, dividends, EPS ratio.
- 3.0- Examine characteristics to distinguish between secured and unsecured credit.
    - 3.1 Compare and contrast secure vs. unsecured credit to arrive at cost factors and determine advantages.
        - Explain the concept of compound interest and simple interest and the importance of time in accumulating wealth (APR).
        - Explain amortization and how interest rates affect the costs of loans.

- 4.0- Follow appropriate steps to develop an investment plan.
    - 4.1- Prepare money management documents to meet the needs of clients.
    - 4.5- Review financial information to determine current financial situation.
    - 4.2- Review client needs to identify risk tolerance.
    - 4.3- Evaluate information to project rates of return.
    - 4.4-Select appropriate investments to provide desired rate of return.
        - Explain the risk reward rule and identify potential exceptions and consequences as a result of understanding the rule.
        - Discuss the time value of money and the Rule of 72.

Unit Resources

Primary Resources	Supplemental Resources

• IAC K12 MT Basic Finance- Introduction to Financial Institutions, Investing, Management (Cengage)	• https://kwhs.wharton.upenn.edu/
	  ○ Free lessons on financial statements.
	• https://www.ngpf.org/
	  ○ Free lessons on lending/investments

Unit Vocabulary

Amortization Asset Balance Sheet Break Even Analysis Business ratios Cash Flow Statement Compound Interest	Current Ratio Debt to Asset Debt to Equity Efficiency Ratio EPS Ratio Expense Financial Statements	Income Statement Interest Rate Investment Plan Liability Liquidity Ratio Owners Equity PE Ratio	Profitability Ratio Return on Sales Revenue Risk tolerance Rule of 72 Secured Credit Simple Interest Unsecured Credit

UNIT 3	
Risk Management	2 weeks

Unit Overview

In this unit, students will expand on their previous knowledge of financial statements to determine the best financing options for a company. Students will be able to describe the strategies and techniques businesses use to minimize losses.

Unit Competencies

REVIEW-

- *5.1 Discuss the analysis of a company's financial situation using its financial statements.*
- *5.2 Discuss external forces affecting a company's values.*
- *5.3 Explain how value is created for a company.*
- *5.4 Analyze a company's financial situation.*
- *5.5 Calculate business ratios to evaluate company performance.*

Teach

- 6.0- Utilize capital market securities to secure financing for a company.
    - 6.1- Discuss ways to determine the best financing options for a company.
    - 6.3- Discuss the cost of long-term debt.
- 7.0- Employ risk management strategies and techniques in corporate finance to minimize business loss.
    - 7.1 Manage risk to protect a business's well-being.
    - 7.2 Discuss the nature of risk management.
    - 7.3 Identify and measure risk.
    - 7.4 Discuss the nature of short-term (operating) financial plans.
    - 7.5 Describe the nature of long-term (strategic) financial plans.

    - 7.6 Analyze a company's financial statements.

Unit Resources

Primary Resources	Supplemental Resources
• IAC K12 MT Basic Finance- Introduction to Financial Institutions, Investing, Management (Cengage)	

Unit Vocabulary

Financial Plans Long Term Debt Risk Risk Management Short Term Debt