FINANCIAL LITERACY

KCKPS Course Description:

This course provides students with an understanding of the concepts, principles, and skills involved in making and applying sound financial decisions. This course emphasizes earning income, spending, saving, investing, managing credit and managing risk.

Frequently Used Curriculum and Instruction Documents:
Standards for Personal Financial Education Primary Resource: Next Gen Personal Finance Syllabus Frame for Financial Literacy

PACING GUIDE AT A GLANCE

Pacing Length is based on lessons within NGPF Modules being created for 45 minute periods. Extending learning for some projects needed for XELLO evidence may need to be extended.

Unit	Unit Name	XELLO Lesson Alignment and Evidence for Individual Plan of Study	**Length (out of 18 weeks)
1	Behavioral Economics		2 Instructional Days
2	Banking		5 Instructional Days
3	Investing		6 Instructional Days
4	Types of Credit		4 Instructional Days

5	Managing Credit		3 Instructional Days
	Mini-Unit: Buying a Car		3 Instructional Days
	Mini-Unit: Buying a House		3 Instructional Days
6	Paying for College	11th or 12th grade: Q2 E Portfolio: Post Secondary Development *XELLO lesson 11th grade: Choosing a College or University Task*	4 Instructional Days
7	Career	11th or 12th grade: Q3 E Portfolio: Career Related Experience *XELLO lessons 12th grade: Defining Success Career Path Choices Task*	5 Instructional Days
	Mini Unit: Alternatives to a 4-Year College	11th or 12th grade: Q2 E Portfolio: Post Secondary Development	5 Instructional Days
	Mini-Unit: Entrepreneurship	11th or 12th grade: Q2 E Portfolio: Post Secondary Development *XELLO lesson 11th grade: Entrepreneurial Skills Task*	2 Instructional Days
8	Insurance		3 Instructional Days
9	Taxes		4 Instructional Days
10	Budgeting		4 Instructional Days
11	Consumer Skills		4 Instructional Days

**** Lessons within Modules are created for 45 minute periods.**

UNIT 1

Behavioral Economics — 2 Instructional Days

Unit Overview

Learn how cognitive biases and other outside influences can affect your decisions

Standards:

Saving:
12-9: 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.

Unit Resources

Primary Resources	Supplemental Resources
• ngpf: Your Values and Money • ngpf: Your Brain and Money • ngpf: Overcoming Cognitive Bias Behavior Economics Unit Plan	•

Vocabulary

Loss aversion, herd mentality, confirmation bias, overconfidence, endowment effect, fear of missing out (FOMO), sunk cost fallacy, hedonic adaptation

UNIT 2

Banking — 5 Instructional Days

Unit Overview

Unit 2 helps students learn the essentials of bank accounts, why we save, and how to save

Standards:

Earning Income:

- 12-5: Changes in economic conditions, technology, or the labor market can cause changes in income, career opportunities and employment status

Spending:

- 12-1: A budget helps people achieve their financial goals by allocating income to necessary and desired spending, saving and philanthropy
- 12-2: Consumer decisions are influenced by the price of the products or services, the price of alternatives, the consumer's budget and preferences, and potential impact on the environment, society, and the economy
- 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
- 12-8: Federal and state laws, regulations, and consumer protection agencies (eg: Federal Trade Commission, Consumer Affairs office, and Consumer Financial Protection Bureau) can help individuals avoid unsafe products, unfair practices, and marketplace fraud.
- 12-9: Having an organized system for keeping track of spending, saving, and investing makes it easier to make financial decisions.

Saving:

- 12-1: Financial institutions offer several types of savings accounts, including regular savings, money market accounts, and certificates of deposit (CDs), that differ in minimum deposits, rates, and deposit insurance coverage
- 12-2: Deposit account interest rates and fees vary between financial institutions and depend on market conditions and competition.
- 12-3: Unless offered by insured financial institutions, mobile payment accounts and cryptocurrency accounts are not federally insured and
- usually do not pay interest to depositors.
- 12-4: Inflation can erode the value of savings if the interest rate earned on a savings account is less than the inflation rate.
- 12-5: Government agencies such as the Federal Reserve, the FDIC, and the NCUA, along with their counterparts in state government, supervise and regulate financial institutions to improve financial solvency, legal compliance, and consumer protection.
- 12-9: 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.

Managing Credit

- 12-13: 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.

Unit Resources

Primary Resources	Supplemental Resources
● ngpf: Intro to Banking ● ngpf: Checking Accounts ● ngpf:Classic Checking Skills ● ngpf: Savings Accounts ● ngpf: Beware of Banking FeesB	

- ngpf: Being Unbanked
- ngpf: Strategies to Save
- ngpf: Challenges to Saving
- ngpf: Digital Wallets & P2P Apps
- ngpf: Online and Mobile Banking

Unit 2.0: Banking Unit Plan

2A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)

Vocabulary

Vocabulary for Financial Literacy Course English and Spanish

UNIT 3

Investing 6 Instructional Days

Unit Overview

In Unit 3, students will learn about the stock market along with investment strategies and retirement.

Learning Outcomes:

Earning Income:

- 12-1: 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.
- 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.
- 12-10: Retirement income typically comes from some combination of continued employment earnings, Social Security, employer-sponsored retirement plans, and personal investment.

Spending:

- 12-1: A budget helps people achieve their financial goals by allocating income to necessary and desired spending, saving and philanthropy.

Saving:

- 12-6: Tax policies that allow people to save pretax earnings or to reduce or defer taxes on interest earned provide incentives for people to save.
- 12-7: Employer defined contribution retirement plans and health savings accounts can provide incentives for employees to save.

Investing:

- 12-1: A person's investment risk tolerance depends on factors such as personality, financial resources, investment experiences, and life
- circumstances.
- 12-2: 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 a percentage of the beginning price.
- 12-3: Investors expect to earn higher rates of return when they invest in riskier assets.
- 12-4: Because inflation reduces purchasing power over time, the real return on a financial asset is lower than its nominal return.
- 12-5: The prices of financial assets change in response to market conditions, interest rates, company performance, new information, and investor demand.
- 12-6: When making diversification and asset allocation decisions, investors consider their risk tolerance, goals, and investing time horizon.
- 12-7: Expenses of buying, selling, and holding financial assets decrease the rate of return from an investment.
- 12-8: Tax rules affect the rate of return on different investments, and can vary by holding period, type of income, and type of account.
- 12-9: Common behavioral biases can result in investors making decisions that adversely affect their investment outcomes.
- 12-10: Financial technology can counterbalance negative behavioral factors when making investment decisions.
- 12-11: Many investors buy and sell financial assets through discount brokerage firms that provide inexpensive investment services and
- advice using financial technology.
- 12-12: Federal regulation of financial markets is designed to ensure that investors have access to accurate information about potential
- investments and are protected from fraud.
- 12-13: Investors often compare the performance of their investments against a benchmark, such as a diversified stock or bond index.

Unit Resources

Primary Resources

- ngpf: Why Should I Invest?
- ngpf: What is the Stock Market?
- ngpf: What is a Stock?
- ngpf: What is a Bond?
- ngpf: Managing Risk
- ngpf: Investing in Funds
- ngpf: Deep Dive into Funds
- ngpf: Start Investing
- ngpf: Smart Investing: Regulations & Return
- ngpf: The Importance of Investing in Retirement
- ngpf: How to Invest for Retirement
- ngpf: Modern Investing

Supplemental Resources

Unit 3: Investing Unit Plan 3A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)	

Vocabulary

Vocabulary for Financial Literacy Course English and Spanish

UNIT 4

Types of Credit 4 Instructional Days

Unit Overview

In Unit 4, students will learn about credit, credit cards, and loans.

Unit Competencies

Managing Credit:

- 12-1: Borrowers can compare the cost of credit using the Annual Percentage Rate (APR) and other terms in the loan or credit card contract.
- 12-2: Loans that are secured by collateral have lower interest rates than unsecured loans because they are less risky to lenders.
- 12-3: Monthly mortgage payments vary depending on the amount borrowed, the repayment period, and the interest rate, which can be
- fixed or adjustable.
- 12-6: Down payments reduce the amount needed to borrow.
- 12-8: A credit score is a numeric rating that assesses a person's credit risk based on information in their credit report.
- 12-10: Borrowers who face negative consequences because they are unable to repay their debts may be able to seek debt management assistance.
- 12-13: 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.

Unit Resources

Primary Resources	Supplemental Resources
• ngpf: Intro to Credit • ngpf: Young People & Credit Cards • ngpf: Using Credit Cards Wisely • ngpf: Loan Fundamentals • ngpf: Auto Loans • ngpf: Mortgages • ngpf: Predatory Lending • ngpf: When to Use Credit Unit 4: Types of Credit Unit Plan 4A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)	

Vocabulary

Vocabulary for Financial Literacy Course English and Spanish

UNIT 5

Managing Credit 3 Instructional Days

Unit Overview

In Unit 5 students learn how to manage your credit, credit score and debts.

Unit Competencies

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.
- 12-7: Lenders assess credit-worthiness of potential borrowers by consulting credit reports compiled by credit bureaus.
- 12-8: A credit score is a numeric rating that assesses a person's credit risk based on information in their credit report.
- 12-9: Credit reports and credit scores may be requested and used by entities other than lenders.
- 12-10: Borrowers who face negative consequences because they are unable to repay their debts may be able to seek debt management assistance.
- 12-11: In extreme cases, bankruptcy may be an option for people who are unable to repay their debts.
- 12-12: Consumer credit protection laws govern disclosure of credit terms, discrimination in borrowing, and debt collection practices.

Unit Resources

Primary Resources	Supplemental Resources
• ngpf: Debt Management • ngpf: Your Credit Report • ngpf: Your Credit Score • ngpf: Building Credit from Scratch • ngpf: Handling Significant Debt • ngpf: Debt and Wealth Unit 5: Managing Credit Unit Plan 5A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)	•

Vocabulary

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Mini Unit- Buying a Car

Buying a Car- Xello application unit — 3 instructional days

Unit Overview

In this mini-unit students learn about the costs of car ownership, leasing vs. buying, and negotiating.

Unit Competencies

Spending:

- 12-2: Consumer decisions are influenced by the price of the products or services, the price of alternatives, the consumer's budget and preferences, and potential impact on the environment, society, and the economy.
- 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.
- 12-4: Consumers may be influenced by how prices of goods and services are advertised, and whether prices are fixed or negotiable.
- 12-5: Consumers incur costs and realize benefits when searching for information related to the purchase of goods and services.

Managing Credit:

- 12-6: Down payments reduce the amount needed to borrow.

Managing Risks:

- 12-12: Extended warranties and service contracts are like an insurance policy.

Unit Resources

Primary Resources	Supplemental Resources
● ngpf: Choosing a Car ● ngpf: Costs of Owning a Car ● ngpf: Buying New and Used Cars ● ngpf: Leasing vs Buying ● ngpf: Sealing the Deal	●

Mini Unit: Buying a Car Unit Plan

Vocabulary

Vocabulary for Financial Literacy Course English and Spanish

Mini Unit- Buying a House

Buying a House 3 Instructional Days

Unit Overview

This mini-unit focuses on learning about the costs of buying a house, mortgages and the costs of home ownership.

Unit Competencies

Spending:

- 12-2: Loans that are secured by collateral have lower interest rates than unsecured loans because they are less risky to lenders.
- 12-6: Housing decisions depend on individual preferences, circumstances, and costs, and can impact personal satisfaction and financial well-being.

Managing Credit:

- 12-2: Loans that are secured by collateral have lower interest rates than unsecured loans because they are less risky to lenders.
- 12-3: Monthly mortgage payments vary depending on the amount borrowed, the repayment period, and the interest rate, which can be
- fixed or adjustable.
- 12-6: Down payments reduce the amount needed to borrow.
- 12-8: A credit score is a numeric rating that assesses a person's credit risk based on information in their credit report.

Unit Resources

Primary Resources	Supplemental Resources
• Ngpf: First Steps to Buying a House • Ngpf: The Costs of Buying a House • Ngpf: Finding a House • Ngpf: Mortgages • Ngpf: Barriers & Pathways to Homeownership • Ngpf: Buying a House	

Mini- Unit: Buying a House Unit Plan

Vocabulary

Vocabulary for Financial Literacy Course English and Spanish

UNIT 6

Paying for College — 4 Instructional Days

In Unit 6 students learn about scholarships, grants, student loans, and repaying for college.

Unit Competencies:

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.

Spending:

- 12-2: Consumer decisions are influenced by the price of the products or services, the price of alternatives, the consumer's budget and preferences, and potential impact on the environment, society, and the economy.

Managing Credit:

- 12-4: Post-secondary education is often financed by students and families/caregivers through a combination of scholarships, grants, student loans, work-study, and savings.
- 12-5: Federal student loans have lower rates and more favorable repayment terms than private student loans, and may be subsidized.

Unit Resources:

Primary Resources:	Supplementary Resources:
• Ngpf: Paying for College 101 • Ngpf: Reducing the Sticker Price of College • Ngpf: Applying for the FAFSA • Ngpf: Scholarships and Grants • Ngpf: Student Loans • Ngpf: Financial Aid Packages	

- Ngpf: Student Loan Repayment
- Ngpf: Time for Payback

Unit 6: Paying for College Unit Plan

6A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)

Vocabulary:

Vocabulary for Financial Literacy Course English and Spanish

UNIT 7

Career- Xello application unit 5 Instructional Days

In Unit 7 students learn how to search and apply for jobs, create a cover letter and resume, interview effectively, and succeed in a new job.

Unit Competencies:

Earning Income:

- 12-1: 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.
- 12-2: In addition to wages and paid benefits, employees may also value intangible (non-cash) benefits, such as good working conditions, flexible work hours, telecommuting privileges, and career advancement potential.
- 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.
- 12-4: Employers generally pay higher wages or salaries to more educated, skilled and productive workers than to less educated, skilled and productive workers.
- 12-5: Changes in economic conditions, technology, or the labor market can cause changes in income, career opportunities and employment status.
- 12-9: Tax deductions and credits reduce income tax liability.
- 12-11: Owning a small business can be a person's primary career or can supplement income from other sources.

Unit Resources:

Primary Resources:	Supplementary Resources:
• Ngpf: The World of Work • Ngpf: Career Fit • Ngpf: Finding a Job • Ngpf: Your Linkedin Profile • Ngpf: Resumes and Cover Letters • Ngpf: The Interview • Ngpf: Outcomes of a Job Interview • Ngpf: Your First Week and Beyond • Ngpf: Self-Employment Unit 7: Careers Unit Plan 7A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)	

Vocabulary:

Vocabulary for Financial Literacy Course English and Spanish

Mini Unit- Alternatives to a 4-Year College

Alternatives to a 4-Year College- Xello application — 5 Instructional Days

In this mini-unit, students learn about professional certifications, trade and vocational schools, taking a gap year and more.

Unit Competencies:

Earning Income:

- 12-1: 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.
- 12-2: In addition to wages and paid benefits, employees may also value intangible (non-cash) benefits, such as good working conditions, flexible work hours, telecommuting privileges, and career advancement potential.
- 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.

- 12-4: Employers generally pay higher wages or salaries to more educated, skilled and productive workers than to less educated, skilled and productive workers.
- 12-7: The type and amount of taxes people pay depend on their sources of income, amount of income, and type of spending.

Spending:

- 12-1: A budget helps people achieve their financial goals by allocating income to necessary and desired spending, saving and philanthropy.

Saving:

- 12-8: 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.

Unit Resources:

Primary Resources:	Supplementary Resources:
• ngpf: Alternatives to 4-Year College • ngpf: The Military • ngpf: Entering the Workforce from High School • ngpf: Associate Degrees • ngpf: Trade and Vocational School • ngpf: Apprenticeships • ngpf: Professional Certifications • ngpf: Your Productive Gap Year • ngpf: Make a Plan Unit Plan: Alternatives to a 4-Year College	

Vocabulary:

Vocabulary for Financial Literacy Course English and Spanish

Mini-Unit: Entrepreneurship

Entrepreneurship — 2 Instructional Days

In Unit 8 students learn about scholarships, grants, student loans, and repaying for college.

Unit Competencies:

Earning Income:

- 12-2: In addition to wages and paid benefits, employees may also value intangible (non-cash) benefits, such as good working conditions, flexible work hours, telecommuting privileges, and career advancement potential.
- 12-11: Owning a small business can be a person's primary career or can supplement income from other sources.

Spending:

- 12-2: Consumer decisions are influenced by the price of the products or services, the price of alternatives, the consumer's budget and preferences, and potential impact on the environment, society, and the economy.
- 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.

Unit Resources:

Primary Resources:	Supplementary Resources:
• ngpf: Understanding Entrepreneurship • ngpf: Hurdles of Entrepreneurship • ngpf: Planning and Pitching a Business • ngpf: Launching a Business Mini Unit: Entrepreneurship Unit Plan	

Vocabulary:

Vocabulary for Financial Literacy Course English and Spanish

UNIT 8

Insurance — 3 Instructional Days

In Unit 8 students learn about what insurance is and take a deeper dive into different types of insurance.

Unit Competencies:

Earning Income:

- 12-1: 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.

Saving:

- 12-5: Government agencies such as the Federal Reserve, the FDIC, and the NCUA, along with their counterparts in state government, supervise and regulate financial institutions to improve financial solvency, legal compliance, and consumer protection.
- 12-7: Employer defined contribution retirement plans and health savings accounts can provide incentives for employees to save.

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.
- 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.
- 12-3: Some types of insurance coverage are mandatory.
- 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.
- 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.
- 12-7: Auto, homeowner's and renter's insurance reimburse policyholders for financial losses to their covered property and the costs
- of legal liability for their damages to other people or property.
- 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.
- 12-9: Unemployment insurance, Medicaid, and Medicare are public insurance programs that protect individuals from economic hardship caused by certain risks.
- 12-12: Extended warranties and service contracts are like an insurance policy.

Unit Resources:

Primary Resources:	Supplementary Resources:
• ngpf: Intro to Insurance • ngpf: Auto Insurance • ngpf: Renters & Homeowners Insurance • ngpf: How Health Insurance Works • ngpf: How to Access Health Insurance • ngpf: Other Types of Insurance Unit 8: Insurance Unit Plan	

8A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)

Vocabulary:

Vocabulary for Financial Literacy Course English and Spanish

UNIT 9

Taxes — 4 Instructional Days

In Unit 9 students learn about the US tax system and filing a tax return.

Unit Competencies:

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.
- 12-7: The type and amount of taxes people pay depend on their sources of income, amount of income, and type of spending.
- 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.
- 12-9: Tax deductions and credits reduce income tax liability.
- 12-11: Owning a small business can be a person's primary career or can supplement income from other sources.

Unit Resources:

Primary Resources:	Supplementary Resources:
● ngpf: Intro to Taxes ● ngpf: Taxes and Your Pay Stub ● ngpf: The Tax Cycle & Job Paperwork ● ngpf: Teens and Taxes ● ngpf: How to File Your Taxes ● ngpf: Completing the 1040 ● ngpf: Understanding Tax Savings	

Unit 9: Taxes Unit Plan

9A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)

Vocabulary:

Vocabulary for Financial Literacy Course English and Spanish

UNIT 10

Budgeting 4 Instructional Days

In Unit 10 students learn how to build budgets for all of the different parts of their lives.

Unit Competencies:

Earning Income:

- 12-7: The type and amount of taxes people pay depend on their sources of income, amount of income, and type of spending.

Spending:

- 12-1: A budget helps people achieve their financial goals by allocating income to necessary and desired spending, saving and philanthropy.
- 12-2: Consumer decisions are influenced by the price of the products or services, the price of alternatives, the consumer's budget and preferences, and potential impact on the environment, society, and the economy.
- 12-4: Consumers may be influenced by how prices of goods and services are advertised, and whether prices are fixed or negotiable.
- 12-6: Housing decisions depend on individual preferences, circumstances, and costs, and can impact personal satisfaction and financial well-being.
- 12-9: Having an organized system for keeping track of spending, saving, and investing makes it easier to make financial decisions.

Saving:

- 12-9: 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.
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Investing:

- 12-4: Because inflation reduces purchasing power over time, the real return on a financial asset is lower than its nominal return.

Unit Resources:

Primary Resources:	Supplementary Resources:
• ngpf: Budgeting Basics • ngpf: Budgeting Strategies • ngpf: Budgeting for Housing • ngpf: Budgeting for Transportation • ngpf: Budgeting for Food • ngpf: Budgeting Challenges • ngpf: Build Your Budget Unit 10: Budgeting Unit Plan 10A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)	

Vocabulary:

Vocabulary for Financial Literacy Course English and Spanish

UNIT 11

Consumer Skills — 4 Instructional Days

In Unit 11 students will learn how to be a savvy consumer, avoid scams and fraud and avoid identity theft.

Unit Competencies:

Spending:

- 12-2: Consumer decisions are influenced by the price of the products or services, the price of alternatives, the consumer's budget and preferences, and potential impact on the environment, society, and the economy.
- 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.
- 12-4: Consumers may be influenced by how prices of goods and services are advertised, and whether prices are fixed or negotiable.
- 12-5: Consumers incur costs and realize benefits when searching for information related to the purchase of goods and services.
- 12-8: Federal and state laws, regulations, and consumer protection agencies (eg: Federal Trade Commission, Consumer Affairs office, and Consumer

Financial Protection Bureau) can help individuals avoid unsafe products, unfair practices, and marketplace fraud.

- 12-9: Having an organized system for keeping track of spending, saving, and investing makes it easier to make financial decisions.

Saving:

- 12-8: 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.
- 12-9: 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.

Managing Risk:

- 12-11: Online transactions and failure to safeguard personal documents can make consumers vulnerable to privacy infringement, identity
- theft, and fraud.

Unit Resources:

Primary Resources:	Supplementary Resources:
• ngpf: Your Money & Social Media • ngpf: Advertisements & Dark Patterns • ngpf: Getting the Best Deal • ngpf: Online Shopping Pitfalls • ngpf: Being and Ethical Consumer • ngpf: Identity Theft • ngpf: Scams and Fraud Unit 11: Consumer Skills Unit Plan 8A: Unit Assessment (25 multiple choices, 5 short answer, 1 Essay)	

Vocabulary:

Vocabulary for Financial Literacy Course English and Spanish