

B.E. Publishing

Correlation to *Personal Financial Literacy* to Precision Exams: General Financial Literacy (4501)

DESCRIPTION

The General Financial Literacy course for juniors and seniors encompasses standards that are essential to the development of basic financial literacy. Students will gain the information and skills to implement a life-long plan for financial success.

STANDARD	CORRELATING PAGES	
(STANDARD 1) STUDENTS WILL UNDERSTAND HOW VALUES, CULTURE, AND ECONOMIC FORCES AFFECT PERSONAL FINANCIAL PRIORITIES AND GOALS.		
Objective 1:	Analyze the role of cultural, social, and emotional influences on financial behavior.	
1.	Evaluate the role of emotions, attitudes and behavior in making financial decisions.	Narrative: Ch. 3 Pg. 40 Emotions, Attitudes, and Behaviors Activity: Ch. 3 Test Your Knowledge #3
2.	Recognize that individuals are responsible for their own financial transactions and subsequent positive and negative consequences.	Narrative: Ch. 3 Pg. 26-28 Personal Responsibility in Financial Planning and Decision Making Activity: Ch. 3 Test Your Knowledge #4
3.	Relate instant satisfaction and delayed gratification to impulse buying and planned expenditures.	Narrative: Ch. 3 Pg. 38 Money Personality-Saver, Ch. 3 Pg. 38 Money Personality-Spender Activity: Ch. 3 Test Your Knowledge #5
4.	Describe the influence of social pressure and marketing strategies as related to purchasing decisions	Narrative: Ch. 3 Pg. 40-41 Social Pressure, Ch. 3 Pg. 41 Sales Pressure Activity: Ch. 3 Test Your Knowledge #6
5.	Explain how scarcity of financial resources affects wants and needs.	Narrative: Ch. 1 Pg. 11 The Economics of Spending paragraph 1 Activity: Ch. 1 Test Your Knowledge #1, Ch. 1 Read and Write #2
Objective 2:	Define a rational decision-making process and the steps of financial planning.	
1.	Define opportunity costs (tradeoffs) and their role in decision making.	Narrative: Ch. 3 Pg. 31 Opportunity Cost, Ch. 3 Pg. 43 Go Figure Activity: Ch. 3 Test Your Knowledge #7
2.	Describe a rational decision-making process.	Narrative: Ch. 3 Pg. 29 Rational Decision-making Process Activity: Ch. 3 Test Your Knowledge #8, Ch. 3 Create and Design question #3
3.	Identify short- and long-term financial decisions and the impact they have on financial planning	Narrative: Ch. 2 Pg. 16 What is a Financial Plan paragraphs 2 and 3 Activity: Ch. 2 Test Your Knowledge #5

STANDARD		CORRELATING PAGES
	4. Define the elements of a financial plan.	Narrative: Ch. 2 Pg. 18-20 Components of a Financial Plan Activity: Ch. 2 Test Your Knowledge #4
Objective 3:	Explain how setting goals affects personal financial planning.	
	1. Identify spending habits and their connection to personal financial values.	Narrative: Ch. 3 Pg. 37 Influences on Decision Making Activity: Ch. 3 Test Your Knowledge #9
	2. Identify and create short- and long-term financial goals.	Narrative: Ch. 1 Pg. 6 Short-term Goals Figure 1.3, Ch. 1 Pg. 7 Long-term goals Figure 1.5 Activity: Ch. 1 Test Your Knowledge #3 and #5, Ch. 1 Create and Design, Ch. 1 Listen and Speak
(STANDARD 2) STUDENTS WILL UNDERSTAND SOURCES OF INCOME AND THE RELATIONSHIP BETWEEN CAREER PREPARATION AND LIFETIME EARNING POWER.		
Objective 1:	Identify sources of income and specific employability skills.	
	1. Identify sources of income such as wages, commissions, investments, benefits, inheritance, and gifts.	Narrative: Ch. 5 Pg. 96-102 Sources of Income Activity: Ch. 5 Read and Write, Ch. 5 Create and Design, Ch. 5 Test Your Knowledge #2 and #3
	2. Evaluate and compare career opportunities based on individual interests, skills, and educational requirements; the value of work to society; income potential; and the supply and demand of the workforce, including unemployment.	Narrative: Ch. 4 Pgs. 53–58 Factors in Choosing a Career, Ch. 4 Pg. 53 Figure 4.4 Activity: Ch. 4 Test Your Knowledge #9
	3. Compare the risks and rewards of entrepreneurship/self-employment.	Narrative: Ch. 6 Pg. 124-125 Risks and Rewards of Entrepreneurship Activity: Ch. 6 Listen and Speak bullet #2, Ch. 6 Create and Design, Ch. 6 Test Your Knowledge #5
	4. Compare income to the cost-of-living in various geographical areas and the impact it has on purchasing power.	Narrative: Ch. 7 Pg. 138 Economics and Personal Finance Activity: Ch. 7 Listen and Speak
	5. Understand the effects of state, local, and federal taxes and voluntary deductions on wages and income, the difference between gross and net income, and the similarities and differences between wages and income.	Narrative: Ch. 8 Pg. 172 Wages and Income (third part of standard met only), Ch. 8 Pg. 182 Local, State, and Federal Income Taxes (part one of standard met only), Ch. 8 Pg. 184-185 Gross and Taxable Income (part two of standard met only), Ch. 8 Pg. 190 Dollar Dilemmas, Ch. 8 Pg. 188 Go Figure (part two of standard only) Activity: Ch. 8 Read and Write #4 (first part of standard met only), Ch. 8 Test Your Knowledge #13 (second part of standard met only), Test Your Knowledge #18 (third part of standard met only)

STANDARD		CORRELATING PAGES
Objective 2:	Understand and begin preparation for career and post-high school training.	
1.	Recognize and explore the correlation between education, training, and potential lifetime income.	Narrative: Ch. 4 Pg. 63–64 Education and Earnings Activity: Ch. 4 Test Your Knowledge #2
2.	Calculate the costs of post-high school training options and analyze the return on investment (ROI) based on career choices, including understanding the cost differences between public and private, and non-profit and for profit education and training.	Narrative: Ch. 4 Pg. 61 Figure 4.6, Ch. 4 Pg. 61-62 Types of Costs Associated with Education paragraph 5 Activity: Ch. 4 Test Your Knowledge #10 and #11
3.	Identify sources of funding to assist in post-high school education opportunities and the cost of repayment.	Narrative: Ch. 16 Pg. 318-325 Sources of Funding Activity: Ch. 16 Test Your Knowledge #12
4.	Understand the use and advantages of 529 plans and the benefit of planning early for paying for the cost of post-secondary education and training.	Narrative: Ch. 16 Pg. 330-331 529 Plans Activity: Ch. 16 Test Your Knowledge #10
5.	Understand the process for and benefits of FAFSA completion.	Narrative: Ch. 16 Pg. 319-321 Free Application for Federal Student Aid (FAFSA) Activity: Ch. 16 Test Your Knowledge #1-#3
6.	Utilize the FAFSA 4caster to explore the FAFSA process. Seek guidance from school counselors.	Narrative: Ch. 16 Pg. 321 How to Apply Activity: Ch. 16 Create and Design
7.	Identify components to be included on a resume and/or electronic professional profile, such as appropriate contact information; educational, work, and volunteer experience; skills; certificates obtained; accomplishments; interests; and references.	Narrative: Ch. 4 Pg. 70–73 Creating Employment Documents Activity: Ch. 4 Create and Design
8.	Identify sources and strategies for and benefits of networking for finding employment whether for summer jobs or full-time career placement.	Narrative: Ch. 4 Pg. 76 Finding Employment paragraph 2 Activity: Ch. 4 Test Your Knowledge #12
9.	Understand basic employment forms and processes, including W-2, W-4 and I-9.	Narrative: Ch. 8 Pg. 175-176 Form W-4, Ch. 8 Pg. 179-177 Form I-9, Ch. 8 Pg. 185 Tax Documentation Activity: Ch. 8 Test Your Knowledge #4

(STANDARD 3) STUDENTS WILL EVALUATE SAVING METHODS AND INVESTMENT STRATEGIES.

Objective 1:	Describe and discuss financial institutions, and demonstrate how to manage personal financial accounts.	
	1.	Explain the role of the Federal Reserve, the Federal Deposit Insurance Corporation (FDIC) and the National Credit Union Association (NCUA). Narrative: Ch. 10 Pg. 214 The Financial System Activity: Ch. 10 Test Your Knowledge #2 and #3
	2.	Compare the roles of financial institutions and their services, such as banks, credit unions, investment or brokerage firms, insurance companies, and loan agencies. Narrative: Ch. 10 Pg. 216-217 Types of Financial Institutions Activity: Ch. 10 Test Your Knowledge #4
	3.	Demonstrate how to manage checking/debit and saving accounts, both manually and/or electronically, including reconciliation. Narrative: Ch. 9 Pg. 205-206 Bank Statements, Ch. 12 Pg. 251-252 Savings Accounts Activity: Ch. 12 Test Your Knowledge #1
	4.	Describe available consumer banking technologies. Narrative: Ch. 10 Pg. 217 Tech Tools, Ch. 10 Online Banking Pg. 221-222 Activity: Ch. 10 Test Your Knowledge #10
Objective 2:	Discuss the dynamics of saving and investing.	
	1.	Explain how paying yourself first (PYF) early and often influences positive progress toward long-term, financial goals. Narrative: Ch. 9 Financial Goals Pg. 196, Ch. 12 Pg. 245 Make Savings Automatic Activity: Ch. 9 Test Your Knowledge #6, Ch. 12 Create and Design, Ch. 12 Listen and Speak
	2.	Identify and understand basic saving options such as savings accounts, and Certificates of Deposit. Understand that savings are designed to preserve principal. Narrative: Ch. 12 Pg. 250-253 Savings Options Activity: Ch. 12 Read and Write, Ch. 12 Listen and Speak
	3.	Identify and understand investment options, including retirement planning, long- and short-term investments, and dividend re-investment plans. Understand that investments put principal at risk. Narrative: Ch. 18 Pg. 353-360 Foundations of Investing Activity: Ch. 18 Listen and Speak
	4.	Identify types of long-term retirement investments, such as IRA, Roth IRA, 401(k), and 403(b), as well as reasons to invest. Narrative: Ch. 19 Pg. 382-386 Sources of Income During Retirement Activity: Ch. 19 Listen and Speak, Ch. 19 Test Your Knowledge #5
	5.	Demonstrate time value of money (TVM) principles by using the rule of 72 and by manipulating the five variables used in basic TVM calculations. Narrative: Ch. 11 Pg. 233-236 TVM Calculations Activity: Ch. 11 Listen and Speak, Ch. 11 Create and Design, Ch. 11 Test Your Knowledge #3 and #4

	6.	Discuss the long-term investment potential associated with the stock market, focusing on fundamentals such as diversification, risk/reward, and investor behavior.	Narrative: Ch. 18 Pg. 358 Apply Investment Strategies Activity: Ch. 18 Read and Write
	7.	Identify and define the types of financial risks, including inflation, deflation and recession.	Narrative: Ch. 18 Pg. 374-375 Factors Affecting Investments Activity: Ch. 18 Listen and Speak
Objective 3:	Understand the role of risk management in asset protection.		
	1.	Discuss the purposes of insurance/risk management.	Narrative: Ch. 20 Pg. 392-394 Risk Management Activity: Ch. 20 Test Your Knowledge #6, Ch. 20 Create and Design
	2.	Define common insurance options and their purposes, such as automobile, health, home owner/renter, whole/term life, long-term care and disability.	Narrative: Ch. 20 Pg. 403-412 Types of Insurance Activity: Ch. 20 Test Your Knowledge #1, #2, #3, #5, and #7
	3.	Define terms of a basic insurance policy, such as contract, limits of coverage, premium, deductible, grace period, and lifetime limit.	Narrative: Ch. 20 Pg. 392-394 Risk Management, Ch. 20 Pg. 394-398 Insurance Basics Activity: Ch. 20 Test Your Knowledge #9
	4.	Discuss insurance needs at different stages of life.	Narrative: Ch. 20 Pg. 394-398 Insurance Basics Activity: Ch. 20 Create and Design
	5.	Understand identification and designation of beneficiaries.	Narrative: Ch. 22 Pg. 433 Beneficiaries Activity: Ch. 22 Read and Write, Ch. 22 Test Your Knowledge #3, Ch. 22 Listen and Speak
(STANDARD 4) STUDENTS WILL UNDERSTAND PRINCIPLES OF PERSONAL MONEY MANAGEMENT, INCLUDING BUDGETING, MANAGING ACCOUNTS, AND THE ROLE OF CREDIT AND IMPACTS ON PERSONAL FINANCE.			
Objective 1:	Identify and explain the process of budgeting based on calculated income.		
	1.	Develop a budget.	Narrative: Ch. 9 Pg. 196-199 Characteristics of a Functioning Budget Activity: Ch. 9 Create and Design
	2.	Identify and prioritize fixed, variable, and periodic budget categories.	Narrative: Ch. 9 Pg. 199 Expenses Activity: Ch. 9 Test Your Knowledge #7
	3.	Emphasize the importance of proactive budget priorities, such as pay yourself first, emergency/opportunity fund, insurance, and charitable or other voluntary contributions.	Narrative: Ch. 9 Pg. 199 Expenses Activity: Ch. 9 Test Your Knowledge #8
	4.	Discuss the pros and cons of charitable giving.	Narrative: Ch. 17 Pg. 338-340 Value of Charitable Giving Activity: Ch. 17 Test Your Knowledge #2

5.	List ways and examples of charitable giving.	Narrative: Ch. 17 Pg. 344-345 Examples of Charitable Giving Activity: Ch 17 Test Your Knowledge #5
6.	Compare tools for tracking of a budget and expenditures, such as the envelope system, paper tracking, and online or software options.	Narrative: Ch. 9 Pg. 201-202 Tools for Tracking and Figure 9.2 Activity: Ch. 9 Test Your Knowledge #9
7.	Emphasize the importance of comparison shopping, buying strategies, negotiation, and sales and marketing strategies in purchasing.	Narrative: Ch. 15 Pg. 314-315 Being a Savvy Consumer Activity: Ch. 15 Test Your Knowledge #8
8.	Identify the process, rights, and responsibilities relating to renting, leasing, and purchasing a home.	Narrative: Ch. 15 Pg. 308-314 Being a Homeowner, Ch. 15 Pg. 307-308 Being a Renter Activity: Ch. 15 Test Your Knowledge #9
9.	Identify the process, rights, and responsibilities relating to renting, leasing, and purchasing a vehicle.	Narrative: Ch. 15 Pg. 302-306 Leasing or Owning a Car Activity: Ch. 15 Test Your Knowledge #10
10.	Understand the similarities and differences between “principal” and “interest” on an amortization schedule.	Narrative: Ch. 14 Pg. 279-280 Closed-end Credit Activity: Ch. 14 Test Your Knowledge #11
11.	Explain the purpose of co-signers and collateral when applying for a loan.	Narrative: Ch. 15 Pg. 305-306 Car Loan Basics, Ch. 16 Pg. 322 Loans Activity: Ch. 15 Test Your Knowledge #11
Objective 2:	Describe and discuss the impact of credit and debt on personal money management.	
1.	Discuss the purpose and role of credit and explain the value of building and maintaining a healthy credit rating, including the “Five C’s of Credit”: character, capacity, capital, collateral, and conditions.	Narrative: Ch. 14 Pg. 279 Purpose and Importance of Credit, Ch. 14 Pg. 283-284 5 Cs of Creditworthiness Activity: Ch. 14 Listen and Speak, Ch. 14 Test Your Knowledge #6
2.	Explore and discuss the pros and cons of basic types of credit, such as unsecured vs. secured credit, credit cards, installment loans, revolving credit, student loans, and predatory lenders.	Narrative: Ch. 14 Pg. 278-282 Types of Credit Activity: Ch. 14 Test Your Knowledge #1 and #9
3.	Describe the risks and responsibilities associated with using credit, such as APR, grace period, late fees, finance charges, default rates, interest, and closing costs.	Narrative: Ch. 14 Pg. 291-293 Cost of Borrowing Activity: Ch. 14 Test Your Knowledge #10
4.	Understand principal and interest calculations.	Narrative: Ch. 14 Pg. 279-280 Closed-end Credit Activity: Ch. 14 Test Your Knowledge #11
5.	Calculate how long it takes to repay debt by making minimum payments on installment loans and revolving accounts.	Narrative: Ch. 14 Pg. 279-280 Closed-end Credit Activity: Ch. 14 Test Your Knowledge #11

	6.	Locate and use online calculators to determine principal and interest aggregate monthly for long-term debt such as mortgages, vehicles, personal loans, and credit cards.	Narrative: Ch. 15 Pg. 312 Go Figure Activity: Ch. 15 Create and Design, Ch. 15 Test Your Knowledge #12
	7.	Evaluate the costs and risks of payday and predatory lending.	Narrative: Ch. 14 Pg. 278-282 Types of Credit Activity: Ch. 14 Test Your Knowledge #9
	8.	Describe the personal and societal effects of bankruptcy and identify circumstances that lead to bankruptcy, such as uninsured medical costs, family break-up, or loss of job.	Narrative: Ch. 14 Pg. 295 Bankruptcy Activity: Ch. 14 Test Your Knowledge #4
Objective 3:	Explain and understand credit reports and scores.		
	1.	Identify the three major credit bureaus.	Narrative: Ch. 14 Pg. 287-291 Credit Report and Score Activity: Ch. 14 Test Your Knowledge #12
	2.	Understand the legal right to a free annual credit report (AnnualCreditReport.com).	Narrative: Ch. 14 Pg. 287-291 Credit Report and Score Activity: Ch. 14 Test Your Knowledge #12
	3.	Evaluate and identify components of a credit report, including derogatory remarks, and the warning signs of credit abuse, such as late fees, missed payments, collection notices and bounced checks.	Narrative: Ch. 14 Pg. 287-291 Credit Report and Score Activity: Ch. 14 Test Your Knowledge #2
	4.	Explain the potential consequences of checking account mismanagement, such as non-sufficient funds (NSF) handling, overdraft processing, and the role of ChexSystems.	Narrative: Ch. 13 Pg. 272 Managing a Checking Account Activity: Ch. 13 Test Your Knowledge #3 and #4
Objective 4:	Define rights and responsibilities of buyers and sellers under consumer protection laws.		
	1.	Understand financial contracts tied to consumer purchases, such as cell phone, cable or satellite plans and membership fees.	Narrative: Ch. 21 Pg. 421-422 Contracts, Ch. 21 Pg. 424 Go Figure Activity: Ch. 21 Test Your Knowledge #2
	2.	Discuss the negative impacts of predatory and payday lending practices.	Narrative: Ch. 14 Pg. 279-281 Closed-End Credit Activity: Ch. 14 Test Your Knowledge #9
	3.	Identify ways to avoid “identity theft” and fraud, such as securing sensitive financial data, using care when participating in online commerce, avoiding phishing and pharming, and properly disposing of sensitive documents.	Narrative: Ch. 10 Pg. 223 Online Banking Safety Measures, Ch. 21 Pg. 418-419 Ways to Protect Personal Information Activity: Ch. 21 Create and Design, Ch. 21 Test Your Knowledge #3

	4.	Understand how to recover from fraud and identity theft.	Narrative: Ch. 21 Pg. 420-421 Victims of Identity Theft Activity: Ch. 21 Read and Write
	5.	Discuss ways to avoid financial schemes such ponzi schemes and other questionable and illegal practices.	Narrative: Ch. 21 Pg. 422-423 Investing Activity: Ch. 21 Read and Write, Ch. 21 Test Your Knowledge #3
	6.	Describe the negative consequences of gambling and playing the lottery.	Narrative: Ch. 21 Pg. 421-422 Gambling Activity: Ch. 21 Test Your Knowledge #4
	7.	Identify the pros and cons of online commerce, including how to conduct transactions safely.	Narrative: Ch. 21 Pg. 422 Online Commerce Activity: Ch. 21 Test Your Knowledge #5
Objective 5:	Students will understand the role of government in protecting the consumer.		
	1.	Explain the purposes and features of consumer protection laws.	Narrative: Ch. 21 Pg. 424-426 Consumer Protection Laws Activity: Ch. 21 Test Your Knowledge #6
	2.	Identify federal and state entities that exist to protect consumers from forms of fraud and abuse.	Narrative: Ch. 18 Pg. 356-357 Understand Financial Markets, Ch. 21 Pg. 420-421 Victims of Identity Theft, Ch. 21 Pg. 424-426 Consumer Protection Laws Activity: Ch. 21 Test Your Knowledge #7