

GCHS Banking and Finance Pacing Guide for 2019-2020

	Week Beginning	Topic	Activities	Related Competencies
1		Get to Know You	<ul style="list-style-type: none"> • Review Syllabus • Course Preview • Beginning of Year Competency Profile • Monopoly 	
2		The History of Banking	<ul style="list-style-type: none"> • Vocabulary Instruction • Intro to Banking Review • PBL-History of Banking Children's Book Project • Group Assessment 	<ul style="list-style-type: none"> • Discuss the fundamentals of banking • Describe the nature of business finance and banking • Describe the nature in which banks earn a profit • Explain measures banks have taken to ensure profitability • Explain key terms in banking
3		The Federal Reserve	<ul style="list-style-type: none"> • Vocabulary Instruction • Federal Reserve Poster Walk • Fed Chairman Biography Poster • Chair the Fed Game • Assessment 	<ul style="list-style-type: none"> • Describe regulations governing banking services. • Discuss federal regulation of operations in banking services • Discuss the responsibilities of regulatory agencies that oversee the banking and finance industry • Discuss the role of the Federal Reserve System in banking operations.
4		Financial Analysis	<ul style="list-style-type: none"> • Vocabulary Instruction • Whole Group Instruction • Review and Make recommendations on financial statements project. • Assessment 	<ul style="list-style-type: none"> • Discuss the nature of relevant cash flow analysis • Explain the nature of the payback period. • Calculate the payback period. • Discuss the use of net present value • Explain the relationship between the internal rate of return and net present value. • Discuss the financial planning process
5		Banking and Finance Laws and Regulations	<ul style="list-style-type: none"> • Vocabulary Instruction • PBL: Board Game Project • Assessment 	<ul style="list-style-type: none"> • Describe regulations governing corporate finance. • Explain laws and regulations pertaining to business finance. • Explain the nature of business taxation • Describe regulations and laws governing ownership changes transactions. • Discuss the impact of the US SEC Division of Corporation Finance on businesses

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6		Banking Organization and Security & Banking equipment	<ul style="list-style-type: none"> • Vocabulary Instruction • Bank Tour • PBL: Identify Security threats and Design a Security Plan or You're the teacher project • Assessment 	<ul style="list-style-type: none"> • Describe how bank security programs minimize chance for loss • Discuss procedures for the secure handling of cash • Discuss the secure handling of checks • Explain procedures for detecting and reporting counterfeit currency • Describe crimes to which a bank could fall victim. • Discuss the elements and roles of a bank security program. • Describe cash processing activities. • Describe the nature of business continuity plans.
		Loan Application Process	<ul style="list-style-type: none"> • Vocabulary Instruction • Speaker • Loan Application Completion • Judging Loan Applications project • Assessment 	<ul style="list-style-type: none"> • Describe the loan application generating process. • Describe factors affecting loan pricing and loan structuring • Discuss the nature of problem loan management • Explain the process of credit analysis
		Customer Service	<ul style="list-style-type: none"> • Vocabulary Instruction • Customer Service Speaker • Customer Service Training Video Project • <i>Plan a Sales campaign Project</i> • Group Assessment 	<ul style="list-style-type: none"> • Generate new business using sales techniques. • Describe the importance of selling in the finance industry • Cross-sell products and services • Demonstrate the relationship-selling process • Discuss how to assist a customer in the opening of an account. • Discuss calling on small business clients. • Interpret loan terms for a client. • Describe the nature of event-based selling. • Plan a Sales campaign
		Business Ethics and Careers in the Banking/Finance Industry	<ul style="list-style-type: none"> • Vocabulary Instruction • Whole Group Instruction • Business Ethics WWYD Game • Career Planning Project • Assessment 	<ul style="list-style-type: none"> • Explore banking and finance related careers • Discuss business ethics • Identify ethics dilemmas and solutions
		Review	<ul style="list-style-type: none"> • PBL: You're the Teacher Review Project 	