

GRADE LEVEL: 10, 11, 12

SUBJECT: PERSONAL FINANCIAL RESPONSIBILITY

DATE: 2017-2018

GRADING PERIOD: QUARTER 1

MASTER COPY 4/2/2018

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
FINANCIAL RESPONSIBILITY AND DECISION MAKING					
<ul style="list-style-type: none"> • Single income • Married income with dependents 	PFR-1.1 Demonstrate taking responsibility for personal financial decisions.	<ul style="list-style-type: none"> • Explain how individuals demonstrate responsibility for financial well-being over a lifetime. • Analyze ways financial responsibility is different for individuals with and without dependents. 	<ul style="list-style-type: none"> • Money in Review • Quiz 	<ul style="list-style-type: none"> • Career • Debt • Retirement 	Important
<ul style="list-style-type: none"> • Short term • Medium Term • Long Term • Decision making process 	PFR-1.4 Make financial decisions by systematically considering alternatives and consequences.	<ul style="list-style-type: none"> • Set measurable short-term, medium-term, and long-term financial goals. • Evaluate the results of financial decisions. • Apply systematic decision making to long-term goals. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Budget • Zero Based Budget 	Critical
<ul style="list-style-type: none"> • Employee Benefits • Employer Contribution • Health Insurance 	PFR-2.3 Explain how taxes and employee benefits relate to disposable income.	<ul style="list-style-type: none"> • Analyze typical employee benefits and explain why they are a form of compensation. • Describe benefits of employer sponsored savings plans and other personal options for shifting current income to the future. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • 401 K • 403 B • Mutual Funds • Pre-tax • Non-deferred tax • Out of Pocket 	Critical

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
FINANCIAL RESPONSIBILITY AND DECISION MAKING					
<ul style="list-style-type: none"> • Financial Plan • Present Budget • Future Budget • Inflow Resource • Outflow Resource 	PFR-3.1 Develop a personal financial plan to demonstrate the ability to use money management skills and strategies.	<ul style="list-style-type: none"> • Create a basic budget with categories for income, taxes, planned savings, and fixed and variable expenses. • Analyze and adjust budget categories to manage spending and achieve financial goals. • Develop a personal financial plan that shows allocation of income, spending, saving, investing and sharing/giving over a year-long time span. • Analyze a plan to secure funding for a financial goal (such as college, major consumer purchases, etc.). 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Cash Flow • Investment • Fixed Expense • Variable Expense • Budget • Goals • Income • Expenses • Zero Based Budget 	Critical
<ul style="list-style-type: none"> • Recordkeeping • Budget 	PFR-3.2 Develop a system for keeping and using financial records.	<ul style="list-style-type: none"> • Utilize a system to record income and spending for categories such as purchases, services, and taxes. • Demonstrate recordkeeping that utilizes digital financial management systems. 	<ul style="list-style-type: none"> • Money in Review • Checking Simulation • Quiz • Test 	<ul style="list-style-type: none"> • Decision Making • Revenue • Expenses 	Critical

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
FINANCIAL RESPONSIBILITY AND DECISION MAKING					
<ul style="list-style-type: none"> • Debt • Saving • Student Loan • Scholarship Application • Grant • College Application • Financial Assistance 	PFR-3.3 Analyze services of financial institutions.	<ul style="list-style-type: none"> • Evaluate different payment methods, including cash, checks, stored-value cards, debit cards, credit cards, and electronic or online payment systems. • Demonstrate skill in basic financial tasks (such as bill payments, check writing, reconciling checking and debit account statements, and monitoring printed and online account statements for accuracy). • Investigate and demonstrate ability to apply for financial assistance (such as FAFSA, 21st Century Scholars, scholarships, grants, and aid from colleges and universities) for post-secondary education. 	<ul style="list-style-type: none"> • Money in Review • Checking Simulation • Quiz. • Test 	<ul style="list-style-type: none"> • Outstanding Deposits • Outstanding Checks • Service Charge • Bank Statement • Post Secondary Education • FAFSA 	Critical
<ul style="list-style-type: none"> • Media Influence • Need • Wants • Budget 	PFR-3.4 Apply consumer skills to purchase decisions.	<ul style="list-style-type: none"> • Evaluate impact of external factors (such as marketing, advertising and the economy) on spending decisions. • Justify consumer buying decisions by evaluating external factors. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Envelope System • Budget • Impulse Buy • Need • Want • Advertising Influence 	Important

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
FINANCIAL RESPONSIBILITY AND DECISION MAKING					
<ul style="list-style-type: none"> Budget Additional Revenue Cost Analysis 	PFR-4.1 Analyze the costs and benefits of using various types of credit such as student loans, home and automotive loans, and credit cards.	<ul style="list-style-type: none"> Evaluate the cost of borrowing a set amount of money using various types of credit. Explain how grace periods, methods of calculating interest, and fees affect borrowing costs. Apply systematic decision making to identify the most cost-effective option for making a purchase. 	<ul style="list-style-type: none"> Money in Review Quiz Test 	<ul style="list-style-type: none"> Credit Finance Charge Annual Percentage Rate Fees Decision Process Debt Snowball Annual Fee Interest Formula 	Critical
<ul style="list-style-type: none"> Credit Report Debt Payment 	PFR-4.2 Analyze factors that influence establishing and maintaining a good credit rating.	<ul style="list-style-type: none"> Analyze the effect of positive and negative credit reports on credit worthiness. Illustrate steps to overcome a negative credit report and improve a personal financial future. 	<ul style="list-style-type: none"> Money in Review Quiz Test 	<ul style="list-style-type: none"> FICO Score Credit History 	Critical
<ul style="list-style-type: none"> Payroll Pay Yourself Principle 	PFR-6.1 Evaluate how saving contributes to financial wellbeing.	<ul style="list-style-type: none"> Analyze effect of saving strategies, including "pay yourself first," payroll deduction, automatic savings options, and reflective spending practices on financial wellbeing. Compare the interest generated by simple and compound interest at various rates. 	<ul style="list-style-type: none"> Money in Review Quiz Test 	<ul style="list-style-type: none"> Simple Interest Formula Compound Interest Automatic Payroll Deduction 	Important

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
FINANCIAL RESPONSIBILITY AND DECISION MAKING					
<ul style="list-style-type: none"> • Wealth Building • Future Wealth 	PFR-6.2 Apply strategies for creating wealth and building assets.	<ul style="list-style-type: none"> • Compare various investing strategies for their potential to build wealth. • Analyze investment possibilities utilizing the principles of time value of money and opportunity costs. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Time Value of Money • Wealth • Wealth Building • Opportunity Cost • Emergency Fund • Retirement 	Important
<ul style="list-style-type: none"> • Money Market • Mutual Funds • IRA • Economy 	PFR-6.3 Compare saving and investment alternatives.	<ul style="list-style-type: none"> • Analyze the characteristics (such as earnings, risks, liquidity) and benefits of various saving and investment options in the current economy. • Analyze investment alternatives utilizing principles of inflation and other economic factors. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Liquidity • Low Risk • Medium Risk • High Risk • Emergency Fund • Inflation • Deflation 	Important

GRADE LEVEL: 10, 11, 12

SUBJECT: PERSONAL FINANCIAL RESPONSIBILITY

DATE: 2017-2018

GRADING PERIOD: QUARTER 2

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CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
FINANCIAL RESPONSIBILITY AND DECISION MAKING					
<ul style="list-style-type: none"> Marketing Tactics Buyer Beware Significant Purchases 	PFR-1.2 Analyze financial information from a variety of reliable and questionable sources.	<ul style="list-style-type: none"> Investigate current types of consumer fraud, including online scams. 	<ul style="list-style-type: none"> Money in Review Quiz Test 	<ul style="list-style-type: none"> Caveat Emptor Buyer Remorse Brand Recognition 	Important
<ul style="list-style-type: none"> Consumer Protection Laws 	PRF-1.3 Utilize consumer protection laws and resources.	<ul style="list-style-type: none"> Describe services of Indian's consumer protection agency and its benefits to consumers. 	<ul style="list-style-type: none"> Money in Review Quiz Test 	<ul style="list-style-type: none"> Better Business Bureau Federal and State Consumer Laws 	
<ul style="list-style-type: none"> Contract Duties Benefits 	PFR-1.5 Demonstrate communication strategies for discussing financial issues.	<ul style="list-style-type: none"> Compare and contrast the benefits of sharing financial goals and personal finance information with a potential partner before forming a partnership. Describe essential elements of a contract between individuals and between individuals and businesses. 	<ul style="list-style-type: none"> Money in Review Quiz Test 	<ul style="list-style-type: none"> Proprietorship Partnership Corporation 	Important
<ul style="list-style-type: none"> Financial Security Identity Theft 	PFR-1.6 Demonstrate strategies to control personal information.	<ul style="list-style-type: none"> Describe the actions a victim of identity theft can take to restore personal security. 	<ul style="list-style-type: none"> Money in Review Quiz Test 	<ul style="list-style-type: none"> Equifax Experian TransUnion Credit Bureau FCRA 	Important

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
RELATING INCOME AND CAREERS					
<ul style="list-style-type: none"> • Economy • Inflation • Deflation 	PFR-2.1 Describe how personal factors, career choices, and economic conditions affect income.	<ul style="list-style-type: none"> • Analyze ways economic, social, cultural, education and political conditions can affect income and career potential. • Analyze the financial risks and benefits of entrepreneurship as a career choice. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Risk Factors • Economy • Inflation • Demand • Deflation • Career Choice 	Important
<ul style="list-style-type: none"> • Sources of Income • Assistance Program 	PFR-2.2 Identify sources of personal income.	<ul style="list-style-type: none"> • Compare and contrast wage, gift, rent, interest, dividend, capital gain, tip, commission, and business profit as sources of personal income. • Analyze the advantages and disadvantages of participation in government assistance programs. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Other Income • Welfare • Taxed Income 	Important
PLANNING AND MANAGING MONEY					
<ul style="list-style-type: none"> • Post-Secondary Education and Aid. 	PFR-3.3 Analyze services of financial institutions.	<ul style="list-style-type: none"> • Investigate and demonstrate ability to apply for financial assistance (such as FAFSA, 21st Century Scholars, scholarships, grants, and aid from colleges and universities) for post-secondary education. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Financial Aid • FAFSA • Scholarship • Grant • Work Study 	Critical

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
PLANNING AND MANAGING MONEY					
<ul style="list-style-type: none"> • Giving of Your Wealth 	PFR-3.5 Connect the role of charitable giving, volunteer service, to community development and quality of life.	<ul style="list-style-type: none"> • Demonstrate budgeting financial and other resources to make contributions to a charitable organization. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Nonprofits • Legacy • Philanthropy • Values 	Important
<ul style="list-style-type: none"> • Financial Advisor • Attorney • Power of Attorney • Will 	PFR-3.6 Examine the purpose and value of estate planning.	<ul style="list-style-type: none"> • Contrast wills, "living wills," trusts and other ways estates can be transferred. • Evaluate estate planning tools (such as pensions, retirements, social security, trusts, and annuities). 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Estate • Beneficiary • Division of Wealth 	Important
MANAGING CREDIT AND DEBT					
<ul style="list-style-type: none"> • Living Within Your Means 	PFR-4.3 Analyze methods and benefits of avoiding or correcting credit and debt problems.	<ul style="list-style-type: none"> • Evaluate the effect of living beyond one's financial resources. • Analyze actions that a consumer can take to reduce or better manage excessive debt. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Living Within Your Means • Credit Report • FICO Score • Debt • Consolidate Debt • Second Job 	Critical
<ul style="list-style-type: none"> • Consumer Rights • Consumer Advocate 	PFR-4.4 Analyze major consumer credit laws and the changing nature of these laws.	<ul style="list-style-type: none"> • Analyze online and printed resources for up-to-date information about consumer credit rights. • Describe debtors' and creditors' rights related to debt that is not paid. 	<ul style="list-style-type: none"> • Internet Quiz • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Credit Bureau • Experian • TransUnion • Equifax • Better Business Bureau • State Attorney General 	Important

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
RISK MANAGEMENT AND INSURANCE					
<ul style="list-style-type: none"> • Types of Insurance • Emergency • Risk 	PFR-5.1 Examine various types of financial risk and risk management strategies.	<ul style="list-style-type: none"> • Describe ways people can manage risk through avoidance, reduction, retention, assumption, and transfer of risk. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Emergency Fund • Types of Insurance • Out of Pocket Expense • Deductible • Co-Pay • Long Term Care • Disability 	Critical
<ul style="list-style-type: none"> • Risk Management • Protecting Wealth 	PFR-5.2 Examine the purposes, types, and costs associated with insurance.	<ul style="list-style-type: none"> • Analyze the types and amounts of coverage, and features needed, for various stages of life for health, property, life, disability, and liability insurance. • Analyze factors that can reduce or increase the amount and type of insurance coverage needed. • Analyze factors that affect cost of insurance for various types of insurance. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Cost of Insurance • Deductible • HSA • PPO • Disability • Long Term Care • Homeowners • Auto 	Critical

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
SAVING AND INVESTING					
<ul style="list-style-type: none"> • Portfolio • Financial Advisor • Risk Level 	PFR-6.2 Apply strategies for creating wealth and building assets.	<ul style="list-style-type: none"> • Compare various investing strategies for their potential to build wealth. • Analyze investment possibilities utilizing the principles of time value of money and opportunity costs. • Calculate the end value of lump sum and periodic investments. 	<ul style="list-style-type: none"> • Internet • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Diversification • Liquidity • Investing • Portfolio • Stocks • Mutual Fund • Tax Favored Dollars 	Critical
<ul style="list-style-type: none"> • Investments • Income Surplus • Time of Money 	PFR-6.3 Compare saving and investment alternatives.	<ul style="list-style-type: none"> • Analyze the characteristics (such as earnings, risks, liquidity) and benefits of various saving and investment options in the current economy. • Analyze investment alternatives utilizing principles of inflation and other economic factors. 	<ul style="list-style-type: none"> • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Liquidity • Rate of Return • Short Term Return • Long Term Return • High Risk • Medium Risk • Low Risk • Fees • Bull • Bear • Economy 	Critical

CONTENT	STANDARD INDICATORS	SKILLS	ASSESSMENT	VOCAB	PRIORITY
SAVING AND INVESTING					
<ul style="list-style-type: none"> • Financial Advisor • Economy • Sell or Keep Investment 	PFR-6.4 Describe how to buy and sell investments.	<ul style="list-style-type: none"> • Compare advantages and disadvantages of buying and selling investments through various channels, including financial advisors, investment clubs, and online brokers. • Compare the investment objectives and historical rates of return of various Investment options. 	<ul style="list-style-type: none"> • Internet • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Economy • Heart of a Teacher • Trust • Track Record 	Critical
<ul style="list-style-type: none"> • Economy • World Events • Political Effects 	PFR-6.5 Analyze factors that affect the rate of return on investments.	<ul style="list-style-type: none"> • Analyze the rate of return on investments using time value of money and economic conditions as factors. • Calculate the amount of taxes on investments and income tax-free earnings. 	<ul style="list-style-type: none"> • Internet • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Economy • Time Value of Money • Rate of Return History • Bear Market • Bull Market • Taxable Interest • Taxable Dividend 	Important
<ul style="list-style-type: none"> • Securities and Exchange Commission • Federal Reserve System 	PFR-6.6 Analyze how agencies that regulate financial markets protect investors.	<ul style="list-style-type: none"> • Explain how federal and state financial regulatory agencies decrease savings and investing risks. • Identify additional services and benefits of the Indiana Securities Division and other federal and state regulators. 	<ul style="list-style-type: none"> • Internet • Money in Review • Quiz • Test 	<ul style="list-style-type: none"> • Securities and Exchange Commission • Federal Regulations • State Regulations 	Important