Subject	Personal Finance
Grade/Course	11th-12th Grade
Unit of Study	Behavior Economics
Length of Unit	1 ½ Weeks

Priority Standard
Upon completion of the unit, students will be able to identify how cognitive biases and other outside influences can affect their decisions.

Supporting Standards (National JumpStart Standards)

Saving
- 9a: Explain how external influences (e.g. peers, family, or social media) can impact personal savings decisions
- 9b: Identify strategies to manage psychological and emotional obstacles to saving
- 9c: Discuss strategies for avoiding personal triggers that result in deviating from a savings plan

Investing
- 9a: Identify several behavioral biases that can result in poor investment decisions (e.g. loss aversion, investing in employer stock, home bias, mental accounting)
- 9b: Brainstorm methods for avoiding negative consequences from behavioral biases

Unwrapped Skill Be able to do… (AKA Blooms)	Unwrapped Concepts Need to know…	Key Terms/Vocabulary
• Experience, identify, give examples and explain	• how cognitive biases in their decision making	• cognitive biases • loss aversion • endowment effect • sunk costs

Learning Targets	Success Criteria
• I am learning to identify cognitive biases	• able to identify cognitive biases based on experiences • identify different situations where cognitive biases influence decisions

Big Ideas	Essential Questions
• Your perspective on money affects your behaviors regarding money.	

Unit Assessments	
Pre-Assessment	Post-Assessment
NGPF Behavioral Economics Diagnostic Exam	NGPF Behavioral Economics Summative Assessment