

Pequannock Township School District

Curriculum Syllabus

Financial Literacy / Grades 9-12

Course Description:

This course is designed to provide students with the knowledge and skills necessary to make good, sound financial decisions as they move into adulthood and independent living. Decisions individuals make from the purchase of their first car, the college they attend, and the career they choose will have an impact on their financial well-being for years. In Unit I, students will begin exploring the various emotional behaviors and influences their financial choices. They will explore the impact of media, peer pressure, societal pressures, and advertising have on their financial decisions. Next, in Unit II, students will begin by exploring how different career paths will affect their income, how to apply for a job, how to decipher a paycheck, and budget for their living expenses. As students move to Unit III, they will explore student loans and how to decipher the student loan application process. For those not attending college, the course will be differentiated to include an expanded budgeting and savings plan section. Unit IV will concentrate on the different forms of credit, including the pros and cons of having debt and the impact that debt has on one's financial decisions. Unit V will concentrate on the other financial areas that are often overlooked, yet are impact on individual's lives. Students will explore how to pay taxes, examine different insurances needed (housing, automobile, and health), the investing.

Course Standards:

The following is a list of NJSLS that describe what students are expected to know and be able to do as a result of successfully completing this course. The following NJSLS are the basis of the assessment of student achievement. The learner will demonstrate mastery of:

8.1.12.A.1	Create a personal digital portfolio which reflects personal and academic interests, achievements, and career aspirations by using a variety of digital tools and resources.
8.1.12.A.2	Produce and edit a multi-page digital document for a commercial or professional audience and present it to peers and/or professionals in that related area for review.
8.1.12.A.3	Collaborate in online courses, learning communities, social networks or virtual worlds to discuss a resolution to a problem or issue.
8.1.12.A.4	Construct a spreadsheet workbook with multiple worksheets, rename tabs to reflect the data on the worksheet, and use mathematical or logical functions, charts and data from all worksheets to convey the results.
8.1.12.C.1	Develop an innovative solution to a real world problem or issue in collaboration with peers and experts, and present ideas for feedback through social media or in an online community.

8.1.12.D.1	Demonstrate appropriate application of copyright, fair use and/or Creative Commons to an original work.
8.1.12.E.2	Research and evaluate the impact on society of the unethical use of digital tools and present your research to peers.
8.1.12.F.1	Evaluate the strengths and limitations of emerging technologies and their impact on educational, career, personal and or social needs.
8.2.12.C.1	Explain how open source technologies follow the design process.

9.1.12.A.1	Differentiate among the types of taxes and employee benefits.
9.1.12.A.2	Differentiate between taxable and nontaxable income.
9.1.12.A.3	Analyze the relationship between various careers and personal earnings goals.
9.1.12.A.4	Identify a career goal and develop a plan and timetable for achieving it, including educational/training requirements, costs, and possible debt.
9.1.12.A.5	Analyze how the economic, social, and political conditions of a time period can affect the labor market.
9.1.12.A.6	Summarize the financial risks and benefits of entrepreneurship as a career choice.
9.1.12.A.7	Analyze and critique various sources of income and available resources (e.g., financial assets, property, and transfer payments) and how they may substitute for earned income.
9.1.12.A.8	Analyze different forms of currency and how currency is used to exchange goods and services.
9.1.12.A.9	Analyze how personal and cultural values impact spending and other financial decisions.
9.1.12.A.10	Demonstrate how exemptions and deductions can reduce taxable income.
9.1.12.A.11	Explain the relationship between government programs and services and taxation.
9.1.12.A.12	Explain how compulsory government programs (e.g., Social Security, Medicare) provide insurance against some loss of income and benefits to eligible recipients.
9.1.12.A.13	Analyze the impact of the collective bargaining process on benefits, income, and fair labor practice.
9.1.12.B.1	Prioritize financial decisions by systematically considering alternatives and possible consequences.
9.1.12.B.2	Compare strategies for saving and investing and the factors that influence how much should be saved or invested to meet financial goals.
9.1.12.B.3	Construct a plan to accumulate emergency “rainy day” funds.
9.1.12.B.4	Analyze how income and spending plans are affected by age, needs, and resources.
9.1.12.B.5	Analyze how changes in taxes, inflation, and personal circumstances can affect a personal budget.
9.1.12.B.6	Design and utilize a simulated budget to monitor progress of financial plans.
9.1.12.B.7	Explain the meaning of income tax, describe how it is calculated, and analyze its impact on one’s personal budget.

9.1.12.B.8	Describe and calculate interest and fees that are applied to various forms of spending, debt, and saving.
9.1.12.B.9	Research the types and characteristics of various financial organizations in the community (e.g., banks, credit unions, check-cashing stores, et. al.).
9.1.12.B.10	Develop a plan that uses the services of various financial institutions to meet personal and family financial goals.
9.1.12.C.1	Compare and contrast the financial benefits of different products and services offered by a variety of financial institutions.
9.1.12.C.2	Compare and compute interest and compound interest and develop an amortization table using business tools.
9.1.12.C.3	Compute and assess the accumulating effect of interest paid over time when using a variety of sources of credit.
9.1.12.C.4	Compare and contrast the advantages and disadvantages of various types of mortgages.
9.1.12.C.5	Analyze the information contained in a credit report and explain the importance of disputing inaccurate entries.
9.1.12.C.6	Explain how predictive modeling determines “credit scores.”
9.1.12.C.7	Analyze the rights and responsibilities of buyers and sellers under consumer protection laws.
9.1.12.C.8	Identify the types and characteristics of predatory lending practices (e.g., payday loans, car title loans, high-risk mortgages).
9.1.12.C.9	Evaluate the implications of personal and corporate bankruptcy for self and others.
9.1.12.D.1	Calculate short- and long-term returns on various investments (e.g., stocks, bonds, mutual funds, IRAs, deferred pension plans, and so on).
9.1.12.D.2	Assess the impact of inflation on economic decisions and lifestyles.
9.1.12.D.3	Summarize how investing builds wealth and assists in meeting long- and short-term financial goals.
9.1.12.D.4	Assess factors that influence financial planning.
9.1.12.D.5	Justify the use of savings and investment options to meet targeted goals.
9.1.12.D.6	Analyze processes and vehicles for buying and selling investments.
9.1.12.D.7	Explain the risk, return, and liquidity of various savings and investment alternatives.
9.1.12.D.8	Explain how government and independent financial services and products are used to achieve personal financial goals.
9.1.12.D.9	Relate savings and investment results to achievement of financial goals
9.1.12.D.10	Differentiate among various investment products and savings vehicles and how to use them most effectively.
9.1.12.D.11	Assess the role of revenue-generating assets as mechanisms for accruing and managing wealth.
9.1.12.D.12	Compare and contrast the past and present role of government in the financial industry and in the regulation of financial markets.

9.1.12.D.13	Determine the impact of various market events on stock market prices and on other savings and investments.
9.1.12.D.14	Evaluate how taxes affect the rate of return on savings and investments.
9.1.12.D.15	Analyze how savings, retirement plans, and other investment options help to shift current income for purposes of tax reporting and filing.
9.1.12.E.1	Evaluate the appropriateness of different types of monetary transactions (e.g., electronic transfer, check, certified check, money order, gift card, barter) for various situations.
9.1.12.E.2	Analyze and apply multiple sources of financial information when prioritizing financial decisions.
9.1.12.E.3	Determine how objective, accurate, and current financial information affects the prioritization of financial decisions.
9.1.12.E.4	Evaluate how media, bias, purpose, and validity affect the prioritization of consumer decisions and spending.
9.1.12.E.5	Evaluate business practices and their impact on individuals, families, and societies
9.1.12.E.6	Evaluate written and verbal contracts for essential components and for obligations of the lender and borrower.
9.1.12.E.7	Apply specific consumer protection laws to the issues they address.
9.1.12.E.8	Relate consumer fraud, including online scams and theft of employee time and goods, to laws that protect consumers.
9.1.12.E.9	Determine when credit counseling is necessary and evaluate the resources available to assist consumers who wish to use it.
9.1.12.E.10	Determine reasons for the increase of identity theft worldwide and evaluate the extent to which victims of identity theft are successful in fully restoring their personal identities.
9.1.12.F.1	Relate a country's economic system of production and consumption to building personal wealth and achieving societal responsibilities.
9.1.12.F.2	Assess the impact of emerging global economic events on financial planning.
9.1.12.F.3	Analyze how citizen decisions and actions can influence the use of economic resources to achieve societal goals and provide individual services.
9.1.12.F.4	Summarize the purpose and importance of a will.
9.1.12.F.5	Compare and contrast the role of philanthropy, volunteer service, and charities in community development and quality of life in a variety of cultures.
9.1.12.F.6	Explain the concept and forms of taxation and justify the use of taxation to fund public activities and initiatives.
9.1.12.G.1	Analyze risks and benefits in various financial situations.
9.1.12.G.2	Differentiate between property and liability insurance protection.
9.1.12.G.3	Compare the cost of various types of insurance (e.g., life, homeowners, motor vehicle) for the same product or service, given different liability limits and risk factors.
9.1.12.G.4	Evaluate individual and family needs for insurance protection using opportunity-cost analysis.

9.1.12.G.5	Differentiate the costs and benefits of renters and homeowners insurance.
9.1.12.G.6	Explain how to self-insure and how to determine when self-insurance is appropriate.
9.1.12.G.7	Determine when and why it may be appropriate for the government to provide insurance coverage, rather than private industry.

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Scope and Sequence

Unit 1: Behaviors & Motivations Influencing Financial Decisions

Understanding our behaviors and reasons why we spend is an important element to financial health. Students will reflect upon those influences that drive their spending habits and financial decisions. By reflecting on the reasons why they buy things, students will be aware of these tendencies in order to plan ahead.

Unit 2: Understanding Income & The Choices That Affect Income

In this unit, students will explore various career options and discover the anticipated job prospects, and projections for growth in particular fields. As part of the career exploration, students will create a resume, cover letter, and role-play the interview process. Students should explore the etiquette for communicating with potential employers through email, phone, and in person. Also, students will explore the basics of income and the difference between salary vs. hourly wage, and tip earnings. Students will explore the elements of paychecks and how income will impact spending. Finally, students will explore the various taxes that impact income. The purpose of this unit is to have students explore a wide array of career and job opportunities and how career and job decisions will impact their short and long term financial decisions.

Unit 3: Money Management

Money management is essential to good financial health. In this unit, students will create a budget, explore several accounts such as checking, savings, and money market accounts. They will examine various banking procedures and to including fees and interest associated with digital transactions, ATM machines, as well as interest gained in various accounts. Students will also examine the basic role of the Federal Reserve and the impact the Federal Reserve has on interest rates on housing and other loans. Finally, students will learn ways in which to protect their money and assets through insurance and other savings programs such as money markets and IRAs.

Unit 4: Spending, Credit, & Loans

In this unit, students will explore the various spending habits that are responsible or that can get them into real financial trouble. Beginning with an examination of credit cards, students will learn about different sources of credit cards from debit, store credit cards, charge cards, and revolving credit cards. Students will learn what is necessary when applying for a card and how building a positive credit score. They will also learn, however, that expanding credit limits and overspending can quickly lead to financial distress. In addition, students will explore many different types of loans that are available to individual such as personal loans, auto loans, and student loans, including the FAFSA forms, and the long-term cost of college loans. Finally, students will examine the housing market and the benefits of renting or buying a home and obtaining a mortgage.

Unit 5: Savings & Investing

Saving and investing are essential methods to create strong financial health. This unit will show students the importance of planning for short term (1-3 years) as well as long term retirement planning. Students will explore various methods for long term saving, as well as compare the differences between different saving methods such as money market, IRAs, annuities, and traditional savings accounts. Students will also explore other long-term savings methods such as CDs, savings bonds, annuities, and life insurance. In addition, students will explore the basics of investing in the stock market. Students will learn the basics of the role of stock brokers, completing transactions, and understanding the fees involved. Finally, students will explore the rules, laws, and other regulations governing the stock market and trading practices.

Unit 6: Financial Pitfalls & Scams

Despite the best planning and intentions, many individuals find themselves in financial difficulty. While this is a condition that the course hopes to prevent, both foreseen and unforeseen circumstances can negatively impact someone's financial security and health. This unit will address some of the challenges people are likely to face, some of the scams that prey on unsuspecting individuals, and expose students to the unsavory lending practices that can have harmful effects. With that said, however, this unit will expose students to paths to

return to financial health.

Home and School Connection

The following are suggestions and/or resources that will help parents support their children:

- <https://www.ngpf.org/>
- www.marketwatch.com