# Education Beyond Expectations

# **UNIT 1: Career Exploration and Finding a Job**

# **ESSENTIAL QUESTION**

# **BIG IDEAS**

# Why must individuals be employed?

- Students will understand the job search process
- Students will understand what careers best fit their interests and aptitude
- Students will understand the application and interview process
- Students will understand the importance of networking
- Students will understand the importance of resumes and cover letters

## **GUIDING QUESTIONS**

- How can the choices people make about their education and skill development affect their future earning capability and job satisfaction?
- How do wages or salaries paid for a given job depend on a worker's skills, education and the supply of and demand for qualified workers?
- How can networking lead to potential job opportunities?
- How do job-seekers prepare for an interview?
- How are online resources used in the job search process?
- What are the key components of a professional resumé and cover letter?

### **FOCUS STANDARDS**

- Benchmark 6.1 Analyze factors leading to strong personal and family consumer decision making.
  - o 6.1.1 Analyze the effects of finances on relationships across the lifespan.
- Benchmark 6.5 Enhance career readiness through practicing appropriate skills in consumer settings
  - 6.5.7- Summarize Education and training requirements and opportunities for careers in consumer services and advocacy
- Jump\$tart National Standards:
  - Employment and Income Standard 1 Explore job and career options.
    - 1B- Discuss how non-income factors such as child-care options, cost of living and work conditions can influence job choice.
    - 1C- Outline a career plan that aligns with the personal interest, financial goals and desired lifestyle
    - 1D- Develop a resume and cover letter for a specific job or interest

# **UNIT 2: Budgeting and Money Management**

# **ESSENTIAL QUESTION**

# **BIG IDEAS**

# Why is Budgeting important?

- How does one create and manage a budget?
- Students will understand the importance of managing their income.
- Students will understand how to create a personal budget based off of net pay
- Students will understand the importance of tracking and managing personal spending habits
- Students will understand the importance of setting personal financial goals
- Students will understand how to use reliable resources and applications to manage their personal income

# **GUIDING QUESTIONS**

- What does a personal financial budget include?
- How does a spending plan guide decision making to meet current obligations and future goals?
- What routine, often daily, tasks are used to manage money?
- How do attitudes and values affect financial decisions?
- What are opportunity costs tied to spending decisions?

# **FOCUS STANDARDS**

- Benchmark 6.1 Analyze the factors leading to strong personal and family consumer decision-making
  - 6.1.2 Analyze and create a personal budget based on sound financial practices and spending allowances.
  - 6.1.3 Demonstrate the ability to set SMART individual and family financial goals.
  - 6.1.4 Compare and contrast the changes to financial plans to meet the needs of families across the family life cycle.
  - 6.1.10 Identify local, state and national taxes and other deductions that impact net income and budgeting
  - 6.1.11 Determine budgeting considerations related to pay period. (Ex. Weekly, bi-weekly, monthly)
- Benchmark 6.2 Promote sound spending and saving practices across the life span.

- o 6.2.4 Analyze spending habits and practice budgeting for a variety of life settings.
- 6.2.5 Practice intelligent consumer purchasing that fits within a budget and meets a need for a good or service.
- o 6.2.6 Identify benefits and risks of using technology in spending, saving and record keeping.
- 6.2.7 Develop a financial plan based upon costs and benefits of wise spending and saving habits.
- 6.2.8 Develop a process for personal record keeping, including a system for determining records. needed, mode of storage (original vs scanned copy), accessing and security or records.
- 6.2.10 Analyze the pros and cons of different payment methods (i.e. wage vs salary, stipend earnings, government assistance).
- Benchmark 6.5 Enhance career readiness through practicing appropriate skills in consumer settings.
  - 6.5.1 Practice solving authentic personal and family finance related problems with real numbers and mathematical concepts.
  - 6.5.3 Use appropriate communication strategies when discussing financial issues
  - 6.5.4 Enhance development of 21st century process skills (i.e. critical thinking, creativity, goal setting, problem-solving, decision making, leadership, management, cooperation)
- Jump\$tart National Standards:
  - Spending and Saving Standard: Develop a plan for Spending and Saving
    - Use a plan to manage spending and achieve financial goals.
    - Analyze how changes in life circumstances can affect a personal spending plan.
    - Investigate changes in personal spending behavior that contribute to wealth building.
  - Spending and Saving Standard: Describe how to use different payment methods
    - Demonstrate how to schedule and manage bill payments.
  - Financial Decision Making Standard: Make criterion-based financial decisions by systematically considering alternatives and consequences.
    - Develop a backup plan for financial goals when circumstances change, such as job loss, illness, major gift or inheritance.
    - Develop a contingency plan to deal with events such as a car breakdown or a phone loss that might affect personal finances on short notice.
  - Use a personal financial plan
    - Develop a personal financial plan, including goals, spending-and saving plan, investing plan, insurance plan, a net worth statement and an estate plan.

# **UNIT 3: Banking and Payment Services**



# **ESSENTIAL QUESTION**

# **BIG IDEAS**

# How do financial institutions serve our needs?

- Students will understand the importance of keeping and using financial records.
- Students will understand the role of the Federal Reserve bank.
- Students will understand how to compare different payment methods.
- Students will understand how to use banking services effectively.
- Students will understand how to compare different types of financial institutions.

### **GUIDING QUESTIONS**

- What options do consumers have to pay for goods and services?
- What does the Federal Reserve Bank do and how does this affect consumers?
- How do consumers keep track of their bank accounts?
- What factors should consumers consider when choosing a financial institution?

### **FOCUS STANDARDS**

- Benchmark 6.2 Promote sound spending and saving practices across the life span
  - 6.2.6 Identify benefits and risks of using technology in spending, saving and record keeping.
  - 6.2.8 Develop a process for personal record keeping, including a system for determining records needed, mode of storage (original vs scanned copy), accessing and security of records.
- Benchmark 6.3 Understand foundational risk management and protection
  - 6.3.3 Compare and contrast services provided by financial institutions (i.e. credit union, privately owned bank).
- Benchmark 6.5 Enhance career readiness through practicing appropriate skills in consumer settings.
  - 6.5.8 Identify and use a variety of web-based tools for real world, global applications involving communication to collect and disseminate consumer information. (e.g. Web-based banking)
- Jump\$tart National Standards:
  - Spending and Saving Standard 2. Develop a system for keeping and using financial records.
    - A. Investigate account management services that financial institutions provide.

- Spending and Saving Standard 3. Describe how to use different payment methods.
  - A. Summarize the risks and protections of checks, stored value cards, debit cards, gift cards and online and mobile payment systems.
  - B. Compare the features and costs of personal checking accounts offered by different financial institutions.
  - C. Compare the features and costs of online and mobile bill payment services offered by different institutions.
  - D. Compare the costs of cashing a check with various third parties, such as a bank or credit union, check-cashing services and retail outlets.
  - E. Demonstrate how to schedule and manage bill payments.
  - F. Write a check.
  - G. Reconcile a checking account.
  - H. Explain how to verify printed and online account statements for accuracy.

# **UNIT 4: Consumer Awareness & Spending**



## **ESSENTIAL QUESTION**

## **BIG IDEAS**

Why is it important to evaluate all options prior to spending money?

- Students will understand the impact of being an informed consumer when making decisions.
- Students will understand how to identify reliable resources and utilize those resources in their decision making.
- Students will understand what protections and responsibilities are present for consumers.
- Students will understand how economic decisions made by businesses impact consumers.

## **GUIDING QUESTIONS**

- How can a student ensure that their personal information is safe?
- Why should a student be aware of the various consumer protections that are in place and how do they access those protections?
- How do economic factors guide spending decisions?
- What factors should students consider when making a major purchase such as a car or house?

## **FOCUS STANDARDS**

- Benchmark 6.1 Analyze factors leading to strong personal and family consumer decision making.
  - 6.1.5 Examine internal and external factors that affect family and consumer decisions (i.e. media/advertising, the economy, environmental issues, geographic regions of residence, and availability of resources such as time, skills, knowledge, and money).
  - 6.1.6- Analyze opportunity costs of financial decisions (i.e. spending vs. savings, saving vs. investing)
  - 6.1.7- Evaluate how economic decisions made in business and industries impact consumer choices
  - 6.1.8 Explain the influence of culture on financial habits.
  - 6.1.13 Compare and contrast reliable and unreliable sources of financial information on which to base intelligent consumer decisions.
- Benchmark 6.2 Promote sound spending and saving practices across the life span.

- 6.2.1 Identify the procedure to access community resources and services for consumers and families.
- 6.2.2 Analyze state and federal policies regarding consumer rights, responsibilities and consumer protection laws.
- 6.2.9- Identify current and emerging technology that impacts consumer and family decision making.
- o 6.2.11 Demonstrate skills needed to address a consumer right violation.
- Benchmark 6.3 Understand foundational risk management and risk protection.
  - o 6.3.6 Identify behaviors/strategies that reduce the risk of identity theft/consumer fraud.
- Benchmark 6.4 Analyze factors related to credit and debt.
  - o 6.4.2 Summarize borrower's rights and responsibilities including role of credit reports
  - o 6.4.3 Examine strategies to avoid or correct debt management problems.
  - o 6.4.5 Analyze the requirements of contractual obligations.
- Benchmark 6.5 Enhance career readiness through practicing appropriate skills in consumer settings.
  - 6.5.3 Use appropriate communication strategies when discussing financial issues.
  - 6.5.4 Enhance development of 21st century process skills (i.e. critical thinking, creativity, goal setting, problem solving, decision making, leadership, management, cooperation).
  - o 6.5.5- Compare and contrast the difference between customer service and consumer service
  - 6.5.6- Explain the roles and functions of consumer services professionals in addressing individual and family needs (i.e. family financial planning, credit counseling, insurance, estate planning, consumer advocacy, family and consumer sciences education/extension)
  - 6.5.9 Demonstrate ability to file a consumer complaint.
- Jump\$start National Standards Spending and Saving Standard 4. Apply consumer skills to spending and saving decisions.
  - Analyze how external factors, such as marketing and advertising techniques, might influence spending decisions for different individuals.
  - When making a consumer decision, consider a range of spending and non-spending alternatives.
  - Demonstrate how to use comparison shopping skills to buy and finance a car.
  - Compare the advantages and disadvantages of owning a house versus renting.
- Jump\$start National Standards Financial Decision Making Standard 1. Recognize the responsibilities associated with personal financial decisions.
  - Compare the benefits of financial responsibility with the consequences of financial irresponsibility
  - Discuss how individual responsibility for financial well-being will change over a lifetime with changing life circumstances.
  - Consider how personal finance decisions might affect others.
- Jump\$start National Standards Financial Decision Making Standard 2. Use reliable resources when making financial decisions.
  - Determine whether information sources are accurate and reliable when comparing products and services.
  - Evaluate whether financial information is objective, accurate and current.
  - Summarize factors to consider when selecting a professional financial advisor.
- Jump\$start National Standards Financial Decision Making Standard 3. Summarize major consumer protection laws.

- Describe the consumer protection agencies and their responsibilities in one's state and community.
- Research where to find credible sources of up-to-date information about consumer rights and responsibilities.
- Jump\$start National Standards Financial Decision Making Standard 4. Make criterion-based financial decisions by systematically considering alternatives and consequences.
  - Apply systematic decision making to setting and achieving financial goals.
  - Evaluate the results of a financial decision.
  - Develop a backup plan for a specific financial goal when circumstances change, such as from job loss, illness, major gift or inheritance.
  - Develop a contingency plan to deal with events, such as a car breakdown or a phone loss that might affect personal finances on short notice.
- Jump\$start National Standards Financial Decision Making Standard 5. Apply communication strategies when discussing financial issues.
  - Assess differences among peer values and attitudes about money.
  - Assess the value of sharing financial goals and personal finance information with a partner before combining households.
- Jump\$start National Standards Financial Decision Making Standard 6. Analyze the requirements of contractual obligations.
  - o Point out the factors that make a contract legal and binding
  - Summarize tenant and landlord rights and responsibilities that are covered in the terms of a standard apartment lease agreement.
  - Outline the steps to resolve an employee issue with an employer.
- Jump\$start National Standards Financial Decision Making Standard 7. Control personal information.
  - Investigate ways that thieves fraudulently obtain personal information.
  - Predict problems that might occur to a victim of identity theft.
  - Recommend ways to use social media safely.
  - Outline steps to resolve identity theft problems as recommended by the Federal Trade Commission and relevant financial institutions.
  - List entities that have a right to request certain personal financial data.
- Jump\$start National Standards Financial Decision Making Standard 8. Use a personal financial plan.
  - o Differentiate between assets and liabilities.
  - Illustrate the causes and effects of factors that affect net worth.
  - Devise a strategy to monitor the personal financial plan and make modifications as needed for changing circumstances.

# **UNIT 5: Investing For Your Future**



# **ESSENTIAL QUESTION**

## **BIG IDEAS**

# What drives the stock market?

- Students will understand how compound interest works
- Students will understand available retirement options such as 401Ks, Roth IRAs and traditional IRAs.
- How does money grow?
- Students will understand the differences between stocks, bonds, mutual funds and index funds
- Students will understand the time value of money

### **GUIDING QUESTIONS**

- How can wealth increase over time with regular investing and frequent compounding?
- How does diversification minimize risk?
- Which tax-exempt and tax-deferred investments should be made in order to increase an investor's total return over time?
- Why is investing at an early age an effective way to build wealth?
- What variables are used to compare time value of money calculations between present and future values of investments?
- What is the difference between saving and investing?
- How can your employer aid in building wealth?

### **FOCUS STANDARDS**

- Benchmark 6.1: Analyze factors leading to strong personal and family consumer decision making
  - 6.1.1 Analyze the effects of finances on relationships across the lifespan
  - 6.1.6 Analyze opportunity costs of financial decisions (spending vs. saving, saving vs. investing)
  - 6.1.9 Analyze employment benefits (retirement packages) on balancing work and family financial obligations
- Benchmark 6.2: Promote sound spending and saving practices across the life span
  - 6.2.3 Evaluate savings alternatives
- Benchmark 6.3: Understand foundational risk management and risk protection
  - 6.3.1 Evaluate the role of will and estate planning in the financial security of children and family

- left behind
- 6.3.2 Analyze risk management strategies for long-term financial security (investment alternatives, practice safe investing, 401K)
- Jump\$tart Investing Standard 1. Explain how investing may build wealth and help meet financial goals.
  - b. Describe the importance of various sources of income in retirement, including Social Security, employer-sponsored retirement savings plans and personal investments.
  - o c. Give examples of how employer matching contributions to employer sponsored retirement savings plans and vesting schedules affect participating employees.
  - o d. Illustrate how the concept of the time value of money applies to retirement planning.
  - e. Compare the consequences of delaying investment for retirement and benefits of investing early.
- Jump\$tart Investing Standard 2. Evaluate investment alternatives.
  - o a. Differentiate between diversification and asset allocation.
  - b. Identify types of investments appropriate for different objectives such as liquidity, income and growth.
  - o d. Investigate reasons to use retirement savings plans and health savings accounts.
  - e. Compare the advantages of taxable, tax-deferred and tax-advantaged investments for new savers, including Roth IRAs and employer-sponsored retirement vehicles.
- Jump\$tart Investing Standard 3. Demonstrate how to buy and sell investments.
  - a. Give examples of how economic conditions and business factors affect the market value of a stock.
  - o b. Explain how stock markets facilitate the buying and selling of securities.
  - d. Describe how to buy and sell individual stocks, mutual fund shares and exchange-traded fund shares.
  - e. Discuss reasons why some investors sell stocks when the stock market is falling (panic selling) and buy when prices are rising (exuberant buying).

# **UNIT 6: Credit**



## **ESSENTIAL QUESTION**

## **BIG IDEAS**

# Why do consumers borrow money?

- Students will analyze the costs and benefits of various types of credit.
   Students will analyze the impact of credit reports and their influence of
- Students will analyze the impact of credit reports and their influence on financial decisions.
- How can credit impact financial decisions?
- Students will apply strategies to avoid or correct debt management problems.
- Students will
- identify major consumer credit laws.

### **GUIDING QUESTIONS**

- What information is needed when applying for a loan?
- What is the value of credit reports to borrowers and to lenders?
- What factors impact a credit score?
- How do borrowers develop a personal financial plan to manage debt?
- What information about consumer credit rights are available online from the Federal Trade Commission?

### **FOCUS STANDARDS**

- Benchmark 6.1 Analyze factors leading to strong personal and family consumer decision making.
  - 6.1.7 Evaluate how economic decisions made in business and industries impact consumer choices.
- Benchmark 6.4 Analyze factors related to credit and debt.
  - 6.4.1 Evaluate sources and availability of credit for consumers and their families.
  - o 6.4.2 Summarize borrower's rights and responsibilities including role of credit reports
  - 6.4.3 Examine strategies to avoid or correct debt management problems.
  - o 6.4.4 Summarize major consumer credit laws.
  - 6.4.5 Analyze the requirements of contractual obligations.
- Benchmark 6.5 Enhance career readiness through practicing appropriate skills in consumer settings.
  - 6.5.1 Practice solving authentic personal and family finance related problems with real numbers and mathematical concepts.

- 6.5.2 Conduct a cost/benefit analysis of paying cash vs using credit.
- 6.5.3 Use appropriate communication strategies when discussing financial issues.
- 6.5.4 Enhance development of 21st century process skills (i.e. critical thinking, creativity, goal setting, problem solving, decision making, leadership, management, cooperation).
- 6.5.6 Explain the roles and functions of consumer services professionals in addressing individual and family needs.
- Jump\$start National Standards Credit and Debt- Standard 4. Apply consumer skills to spending and saving decisions.
  - Analyze how external factors, such as marketing and advertising techniques, might influence spending decisions for different individuals.
  - When making a consumer decision, consider a range of spending and non spending alternatives.
  - Demonstrate how to use comparison shopping skills to buy and finance a car.
- Jump\$start National Standards Financial Decision Making Standard 1. Recognize the responsibilities associated with personal financial decisions.
  - Compare the benefits of financial responsibility with the consequences of financial irresponsibility
  - Discuss how individual responsibility for financial well-being will change over a lifetime with changing life circumstances.
  - Consider how personal finance decisions might affect others.
- Jump\$start National Standards Financial Decision Making Standard 2. Use reliable resources when making financial decisions.
  - Evaluate whether financial information is objective, accurate and current.
- Jump\$start National Standards Financial Decision Making Standard 3. Summarize major consumer protection laws.
  - Describe the consumer protection agencies and their responsibilities in one's state and community.
  - Research where to find credible sources of up-to-date information about consumer rights and responsibilities.
- Jump\$start National Standards Financial Decision Making Standard 4. Make criterion-based financial decisions by systematically considering alternatives and consequences.
  - Apply systematic decision making to setting and achieving financial goals.
  - Evaluate the results of a financial decision.
  - Develop a backup plan for a specific financial goal when circumstances change, such as from job loss, illness, major gift or inheritance.
  - Develop a contingency plan to deal with events, such as a car breakdown or a phone loss that might affect personal finances on short notice.
- Jump\$start National Standards Financial Decision Making Standard 7. Control personal information.
  - List entities that have a right to request certain personal financial data.
- Jump\$start National Standards Financial Decision Making Standard 8. Use a personal financial plan.
  - Differentiate between assets and liabilities.
  - o Illustrate the causes and effects of factors that affect net worth.
  - Devise a strategy to monitor the personal financial plan and make modifications as needed for changing circumstances.

# **UNIT 7: Taxes**



## **ESSENTIAL QUESTION**

## **BIG IDEAS**

Why do we pay taxes?

How do we pay taxes?

- Students will understand factors that affect net income.
- Students will identify local, state and national taxes and their impact on a personal budget.
- Students will identify and understand basic tax forms.
- Students will identify deductions that affect take home pay.

# **GUIDING QUESTIONS**

- What is the difference between regressive and progressive taxes?
- How do taxpayers calculate and file their income taxes each year?
- What taxes do we pay in the United States and what are they used for?
- How is take home pay calculated?

### **FOCUS STANDARDS**

- Benchmark 6.1 Analyze factors leading to strong personal and family consumer decision making.
  - 6.1.10 Identify local, state and national taxes and other deductions that impact net income and budgeting.
  - o 6.1.11 Determine budgeting considerations related to pay periods.
  - o 6.1.13 Demonstrate understanding and completion of basic tax forms.
- Jump\$start National Standards Spending and Saving Standard 1. Develop a plan for spending and saving
  - o Give an example of how the government uses tax revenues.
- Jump\$start National Standards Spending and Saving Standard 2. Develop a system for keeping and using financial records
  - Differentiate between an expense that is tax deductible and one that is not
  - Devise a system to retain evidence of tax-deductible expenditures
  - Investigate the records required to claim possible tax credits
- Jump\$start National Standards Employment and Income- Standard 3- Analyze the factors affecting net income
  - o Illustrate the relationship between income level and income tax liability

- o Identify common types of payroll deductions
- Calculate how payroll deductions affect take home pay
- Complete IRS form W-4 (Employee's Withholding Allowance Certificate) to determine the optimal amount to withhold for personal income tax
- o Differentiate between gross, net and taxable income
- Complete IRS Form 1040 and applicable state income tax forms
- Examine the benefits of participating in employer sponsored retirement savings plans and health care savings plans

# **UNIT 8: Insurance**



## **ESSENTIAL QUESTION**

### **BIG IDEAS**

# Why is it important to be insured?

Who needs insurance?

- Students will understand the various types of insurance policies available to consumers.
- Students will understand what types of insurance are available and what risks they cover.
- Students will identify common types of risks and basic risk management methods.
- Students will understand how insurance works.

## **GUIDING QUESTIONS**

- What factors affect the cost of insurance?
- What auto insurance is required to drive a car legally in Kansas?
- What individual actions and circumstances affect insurance coverage and costs?
- What are the main insurance categories? (Home, Health, Life & Auto)
- What is the relationship between deductibles and premiums?

## **FOCUS STANDARDS**

- Benchmark 6.1 Analyze factors leading to strong personal and family consumer decision making.
  - 6.1.9 Analyze employment benefits (Insurance options) on balancing work and family obligations.
- Benchmark 6.3 Understand foundational risk management and risk protection.
  - 6.3.2 Analyze risk management strategies for long-term financial security (Insurance options).
  - 6.3.4 Analyze the need for, purpose, costs and benefits of insurance (i.e. property, liability, health, disability, long-term care, life).
  - 6.3.5 Evaluate health related considerations of employment to meet the needs of consumers and their families (i.e. workman's compensation, disability, medical insurance provisions, part time employment considerations and benefits).
- Jump\$start National Standards Risk Management and Insurance Standard 1-Identify common types
  of risks and basic risk management methods

- Discuss factors that affect insurance premiums
- o Recommend insurance for the types of risks that young adults might face
- Investigate consequences of insurance fraud
- Jump\$start National Standards Risk Management and Insurance Standard 2- Justify reasons to use property and liability insurance.
  - Investigate the use of liability insurance to cover accidental bodily harm or damage to another person's property
  - Categorize the kinds of expenses that typical auto insurance policies cover
  - Categorize the kinds of expenses that typical renters' policies and typical homeowners' policies cover
  - Differentiate among the main types of auto insurance coverage
  - List factors that determine auto insurance premiums and the factors that cause them to change
  - Determine the legal minimum amounts of auto insurance coverage required in one's state of residence and the recommended optimal amounts
- Jump\$start National Standards Risk Management and Insurance Standard 3. Justify reasons to use health, disability, long-term care and life insurance.
  - Compare sources of health and disability insurance coverage, including employee benefit plans
  - Investigate the requirements for health insurance coverage
  - Categorize the kinds of expenses that health insurance can cover