## 2017.18 Personal Finance, Quarter 1

**Personal Responsibility, Income, Education, Careers, Savings and Money Management:** *Students demonstrate how best to manage their finances and identify ways to invest in their future through education. Students study the value and worth of saving and investing their earnings and the factors affecting their income.*

<table>
<thead>
<tr>
<th>Use technology effectively and appropriately to enhance the learning and develop 21st century learners.</th>
<th>I can use technology to communicate and collaborate, research and solve problems in an appropriate manner to Personal Finance.</th>
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<tbody>
<tr>
<td><strong>PF.WCE.1</strong> Take responsibility for personal financial decisions.</td>
<td>I can take responsibility for my personal financial decisions by effectively understanding and considering consumer choice.</td>
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<td><strong>PF.WCE.2</strong> Find and evaluate financial information from a variety of sources.</td>
<td>I can find and evaluate financial information from a variety of sources to make informed and educated decisions.</td>
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<tr>
<td><strong>PF.WCE.3</strong> Make financial decisions by systemically considering alternatives and consequences and goal setting.</td>
<td>I can effectively plan financially plan for college or career by researching information, studying possible consequences and setting short and long term goals.</td>
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<td><strong>PF.WCE.4</strong> Develop communication strategies for discussing financial issues.</td>
<td>I can secure my financial standing by obtaining the vocabulary and wealth strategies used by financial institutions.</td>
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### Tennessee State Standards

**PF.1** Define the concept of personal finance and explain the importance of personal financial planning using informational materials, news articles, blogs from reputable sources, personal narratives and industry publications.

**Student Friendly ‘I Can’ Statements**

**Financial Responsibility and Personal Decision Making**

I can define the concept and explain the importance of personal financial planning.

I can explain the importance of personal financial planning using any informational materials, news articles, blogs, personal narratives and industry publications.
**PF.8** Understand the availability of consumer protection laws, agencies, and resources. Investigate the availability and reliability of resources to assist consumers in making buying decisions [include both national, state and local resources as appropriate].

**PF.9** Compare and contrast services and products available from financial service providers such as commercial banks, savings and loans and credit unions. Identify the services that best support the personal financial goals. Craft an argumentative essay supported by evidence about selecting a specific financial account or service to best meet current and/or future financial goals.

**PF.7** Create a personal balance sheet. Determine assets and liabilities and calculate net worth. Using research from local sources [such as newspapers, chamber of commerce, local government, and company websites], create a monthly personal budget. Cite specific textual evidence from findings when calculating earnings of a selected occupation and including accurately estimated household living expenses, taxes, potential savings and an emergency fund.

**PF.2** Write long-term [over 5 years], mid-term [1-5 years], and short-term [a year or less] personal financial goals, defining desired education, career, and earning milestones and saving and spending plans. Evaluate factors that may influence the goals, including family responsibilities, individual values and economic conditions.

I can define **opportunity cost**, **net worth** and **delayed gratification** and describe the consequences of purchasing choices.

I can identify **regulatory agencies** and their functions, including the Federal Deposit Insurance Corporation [F.D.I.C.], National Credit Union Association [N.C.U.A.], Securities and Exchange Commission [S.E.C.] and the Federal Reserve [the Fed].

**Planning and Money Management**

I can explain **banking procedures** and services, including checking and savings accounts, bank service fees, payment methods, debit cards and bank cards.

I can craft an argumentative essay for which type of service is most appropriate for a specific stage of life, depending on borrowing capacity and employment status.

I can create a realistic household budget, including saving, housing, utilities, food, entertainment, clothing, transportation, personal items, insurance, child care costs and educational savings plans.

I can cite specific textual evidence to support a realistic household budget when considering earnings, estimated expenses, taxes, savings and emergency fund.

I can create and justify my personal 5, 10 and 20 year saving and investing plans based on educational, emergencies [rainy day funds], short-, medium- and long-term financial goals and retirement and time value of money.

I can evaluate economic factors that may influence my goals and design a personal financial plan when given a factitious scenario and one for my current situation.
PF.13 Identify strategies for good use of credit and effective debt management to recognize the warning signs of impending debt problems. Illustrate the long-term consequences of accumulating debt and of filing for bankruptcy. Formulate a plan to eliminate debt and determine the impact on a personal budget, citing specific textual evidence to defend elements of plan.

PF.10 Compare and contrast the various types of consumer credit, such as student loans, auto loans, store credit cards and payday loans. Draw conclusions about the types of credit best suited for financing and/or purchasing various goods and services, defending claims with specific textual evidence.

PF.WCE.5 Demonstrate an understanding of comparison shopping.

PF.11 Citing information from at least one of three main credit reporting agencies, describe credit reports and credit scores. Describe the relationship between consumers and credit reports/credit scores, discussing their importance and citing specific textual evidence from research. Analyze a sample credit report and interpret how the contents may affect the credit score. Summarize specific activities used to protect a good credit score.

PF.12 Citing evidence found in credit applications, compare and contrast various types of credit and calculate the real cost of borrowing. Explain factors that can affect the approval process associated with each type. Identify typical information and procedures required in the credit application process. Analyze factors associated with the purchase of an automobile and defend a specific buying decision, including:

a. Define and understand factors most often included in negotiations [such as cash vs. financing, inclusion of trade-in, etc.]

b. Evaluate costs and benefits of different service contract and/or warranty options.

c. Compare and contrast available financing options based on consumer characteristics and size of down payment.

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**Spending and Credit Standards**

I can identify the long-term consequences of accumulating unpaid debt and filing for bankruptcy by formulating a plan to retire debt over an extended period of time, citing specific textual evidence to defend elements of plan.

I can compare and contrast various types of loans, including mortgage, installment, education/training loans, check cashing business, personal; secured and unsecured, line of credit, equity, title loans, pawn shops and payday loans.

I can create a tech-rich project to explain the importance of comparison shopping and making informed purchasing decisions through cost comparison of goods and services including buying a car.

I can demonstrate awareness of consumer protection and information, including personal responsibility, laws and regulations, legal documents/contracts, consumer protections, crimes against consumers, fraud and scams, loan sharking, identity theft and protection, rental/lease, credit reporting services [Equifax, Trans Union, and Experian] and how to check credit for free.

I can identify strategies for effective debt management and recognize the warning signs of impending debt problems.

I can create an analytical report of consumer debt management, including:

- Credit Card use and abuse
- Credit costs-interest, APR, penalties, fees, credit and score
- Loan Consolidation-benefits and disadvantages
- Credit counseling
- Credit problems—bankruptcy, foreclosure, repossessions, surrender of collateral, delinquency and garnishment
- Effect of employment
- Purchase of insurance
I can create a tech-rich project to demonstrate inflation's effect on purchasing power, including cost and availability of goods, effect of cost on availability of and demand for goods and its effect on the value of money.

I can define scarcity.

I can demonstrate knowledge of basic principles of consumer finance, including:
- credit worthiness
- consumer loans
- credit life
- Interest [simple vs. compound]
- Insurance
- Down payment vs financing