

# UNIT ONE

## Consumer Mathematics Curriculum & Assessment Calendar



### Focus CCLS Standards of Unit 1

Mathematical Practice #2: Reason Abstractly and Quantitatively  
Mathematically proficient students make sense of quantities and their relationships in problem situations. They bring two complementary abilities to bear on problems involving quantitative relationships: the ability to decontextualize—to abstract a given situation and represent it symbolically and manipulate the representing symbols as if they have a life of their own, without necessarily attending to their referents, and the ability to contextualize—to pause as needed during the manipulation process in order to probe into the referents for the symbols involved.

Writing Standard #2: Write Informative/ Explanatory

# SEPTEMBER/OCTOBER

*Essential Questions: (1) What does it mean to be financially responsible? (2) What are my financial goals and how can I achieve them? (3) What financial factors do I need to consider in deciding what the right choice is for me?*

Learning Objectives	WEEKS 1 & 2	Assessment Schedule
<p>Students will...</p> <ul style="list-style-type: none"> <li>• Demonstrate their prior knowledge and learning from Algebra I and II.</li> <li>• Explore personal financial choices</li> <li>• Learn to make informed financial decisions</li> <li>• Consider what it means to be financially responsible</li> </ul>	<p>Pre-Assess students with teacher-created diagnostic. Spend necessary time filling in gaps in prior knowledge.</p> <p><b>Making Decisions:</b> This introductory lesson provides students with an opportunity to learn more about decision making. The lesson starts with an overview of the decision-making process followed by a discussion of various internal and external factors that affect decisions. The lesson concludes with strategies for analyzing the results of decision-making. Students are encouraged to consider their experiences in an effort to improve the quality of future decisions.</p> <p>Teachers choice activities: Prioritize building necessary background knowledge in order to discuss personal finance.</p> <p>Goal setting: Work with students to set goals for the course and their</p>	<p>Teacher- created diagnostic tests to assess baseline</p> <p>Discuss financial information strategies (i.e. cost comparison, cost-benefit analysis, and calculation for future expenses) for the following 3 scenarios: saving for a car, saving for college, and buying a cell phone plan.</p>
Learning Objectives	WEEKS 3 & 4	Writing Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>• Analyze influences of economic conditions on personal and financial decisions</li> <li>• Identify risks and opportunity costs associated with personal and financial decisions</li> </ul>	<p><b>Money Matters: Why It Pays to Be Financially Responsible:</b> Teens aren't typically known for their financial responsibility—yet many are already using complex financial strategies. For example, shopping at the mall calls for cost comparisons, and saving for a skateboard requires budgeting. To learn about responsible money management, it's important to take a look at the building blocks of financial decision-making. In this lesson, students will examine the spending decisions they already make, then examine real-life spending scenarios and research, analyze and present their recommendations to the class.</p>	<ul style="list-style-type: none"> <li>• Using The Wall Street Journal, obtain information about current economic trends that influence various saving, investing, spending, and borrowing decisions</li> </ul>
Learning Objectives	WEEKS 5 & 6	End-of-Unit Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>• Explore the purpose of financial goals</li> <li>• Discover the role of decision-making in achieving goals</li> <li>• Examine common obstacles to achieving goals</li> <li>• Evaluate the costs and benefits of a student loan</li> <li>• Discuss how repaying student loans affects future finances.</li> </ul>	<p><b>Dream Big- Money &amp; Goals:</b> Most teens dream big when it comes to their futures, whether that dream is to buy a car, move out on their own or go to college. In this lesson students will learn why short-term, medium-term and long-term financial goals are important; what steps they can take to reach those goals; and how to deal with common obstacles. By the end of the lesson, students will have a better understanding of how solid financial decision-making can help them achieve their life objectives.</p> <p><b>The Cost of College: Financing Your Education:</b> When considering their options after high school, many teens have an idea what they'd like to do, but don't think about the factors that go into such a big decision. College is expensive, but choosing not to attend can be expensive too (in terms of its impact on career opportunities and on your future salary). In this lesson, students will examine options for financing their education, discuss college choices and learn ways to manage their money wisely during their college years.</p>	<ul style="list-style-type: none"> <li>• Map out how to save for a short-term goal of students' choice using Show Me the Money activity</li> <li>• Research and reflect on some of the factors that go into selecting a college; including areas of interest, tuition and starting salaries for potential careers</li> </ul>

**Focus CCLS  
Standards of Unit  
2**

**Mathematical Practice #1:**

Make Sense of Problems and Persevere in Solving Them Mathematically proficient students start by explaining to themselves the meaning of a problem and looking for entry points to its solution. They make conjectures about the form and meaning of the solution and plan a solution pathway rather than simply jumping into a solution attempt. Students check their answers to problems using a different method, and they continually ask themselves, "Does this make sense?" They can understand the approaches of others so solving complex problems and identify correspondences between different approaches.

**Mathematical Practice #8:**

Express Regularity in Repeated Expression Mathematically proficient students notice if calculations are repeated, and look both for general methods and for shortcuts. They continually evaluate the reasonableness of the intermediate results

# OCTOBER/NOVEMBER

*Essential Questions: (1) How do I determine the right career path for me? (2) How much money will I take home from my paycheck? (3) How do I choose a financial institution that is right for me? (4) How do taxes and inflation affect my money?*

Learning Objectives	Weeks 1 & 2	Assessment Schedule
<p>Students will...</p> <ul style="list-style-type: none"> <li>Explore a career goal and create a plan for reaching it</li> <li>Discover different career and income options</li> <li>Understand how entrepreneurship impacts a career path</li> <li>Understand some of the hidden costs of a job</li> <li>Interpret a pay stub</li> <li>Explore different payroll deductions</li> <li>Learn about annual tax</li> </ul>	<p><b>A Perfect Fit:</b> Finding the Right Career for You: When thinking about their futures, young adults often envision great wealth and success. Turning dreams into reality, however, is no easy feat. In this lesson, students will research job openings, career descriptions and skills needed to enter their dream professions. They will examine concepts of passion and profit by reading success stories from experienced self-starters, and consider their own true calling. Finally, students will analyze qualifications, salaries and education linked to career goals, and then write realistic resumes to demonstrate their understanding.</p> <p><b>Making Money:</b> In this lesson, students will be encouraged to consider various topics related to career planning and the financial aspects of employment. First students are informed of sources for identifying available employment positions. Next, various aspects of interviewing are discussed, as well as information on preparing for a job interview along with tips for successful interviewing. Then, financial aspects of employment are considered, including the "hidden costs" of working and employee benefits. Finally, for students who have not worked in the past, information is offered about payroll taxes and other deductions from a person's income.</p> <p><b>Understanding Take Home Pay:</b> It can be a big shock when teens receive their first paychecks and realize that a large portion of their earnings is deducted for taxes. This lesson helps students understand how to make sense of all the line items on their pay stubs. Students will also analyze earnings statements to determine how setting up automatic savings deposits and adjusting deductions can help them increase their savings</p>	<ul style="list-style-type: none"> <li>Conduct research, write a resume and learn about the skills needed to achieve career goals</li> <li>Evaluate the current employment market</li> <li>Read and interpret pay stubs</li> <li>Determine how to maximize their earnings and savings using payroll deductions.</li> </ul>
Learning Objectives	Weeks 3 & 4	Writing Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Assess different types of banking services and savings institutions</li> <li>Reconcile a checking account using a checking account statement and a check register</li> <li>Research and compare the fees banks charge for various services</li> </ul>	<p><b>Banking Services:</b> Most students know that banks and other financial institutions (credit unions, savings and loan associations) offer a variety of services. However, few people know how to make wise choices when using financial services. In this lesson, students will learn about the different types of financial service products available and the features of each.</p> <p><b>Selecting a Banking Partner:</b> Stashing their hard-earned bucks under the bed or in a dresser drawer isn't all that uncommon when it comes to teens' money-saving methods. But if they knew what banks or credit unions could do for their money, they may think twice about where to stash their cash. In this lesson, students will learn about the different types of financial institutions available and assess which option may work best for them. They will explore savings opportunities, bank fees and technology-enhanced banking services; and then determine which services they value the most and why.</p>	<ul style="list-style-type: none"> <li>Perform the tasks associated with maintaining checking and savings accounts</li> <li>Listen to an FDIC podcast and distinguish between the features of a bank, credit union and thrift; evaluating which is right for them</li> <li>Work in teams to find the best "bargain" bank, or the one that offers the most services with the lowest costs</li> </ul>
Learning Objectives	Weeks 5 & 6	End-of-Unit Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Explore how taxes impact financial decisions</li> <li>Analyze how inflation might affect saving for a long-term goal</li> <li>Determine how inflation can decrease buying power</li> </ul>	<p><b>Financial Forces-</b> Understanding Taxes &amp; Inflation: With teens busy learning how to drive, taking finals and planning for college, concepts like taxes and inflation can seem a million miles away. In this lesson, students will learn how these financial forces will affect their lives in the future. They will explore different real-life scenarios and discover how taxes and inflation can affect income, home ownership, wealth accumulation and retirement.</p>	<ul style="list-style-type: none"> <li>Use an inflation calculator to discover that the value of a dollar can change over time</li> <li>Explore how taxes and inflation impact income and wealth accumulation.</li> </ul>

# UNIT THREE

## Consumer Mathematics Curriculum & Assessment Calendar



**Focus CCLS Standards of Unit 3**

Mathematical Practice #3: Construct Viable Arguments and Critique the Reasoning of Others. Mathematically proficient students understand and use stated assumptions, definitions, and previously established results in constructing arguments. They can build a logical progression of statements to explore the truth of their conjectures. They can recognize and use counterexamples. They justify their conclusions, communicate them to others, and respond to the arguments of others. They can compare the effectiveness of two plausible arguments, distinguish correct logic or reasoning from that which is flawed, and—if there is a flaw in an argument—explain what it is. Writing Standard #8: Gather Multiple Sources of Evidence

## DECEMBER/JANUARY

*Essential Questions: (1) How do I create and follow through with a budget? (2) What strategies should I use to save and invest my money? (3) How can I spend my money responsibly*

Learning Objectives	Weeks 1 & 2	Assessment
<p>Students will...</p> <ul style="list-style-type: none"> <li>Identify and examine current spending behaviors and patterns</li> <li>Understand the components of a budget</li> <li>Create and calculate an individualized budget</li> <li>Keep financial records to assist in planning</li> <li>Demonstrate effective decision making in spending and saving</li> </ul>	<p><b>The Art of Budgeting:</b> Effective money management starts with a goal and a step-by-step plan for saving and spending. Financial goals should be realistic, be specific, have a timeframe, and imply an action to be taken. This lesson will encourage students to take the time and effort to develop their own personal financial goals and budget. In this lesson students will monitor their spending habits (in writing) and will be able to better obtain the most value for their available dollars. We will also demonstrate that by carefully considering needs and wants, an individual or family will spend appropriate amounts for current living expenses, while saving and investing for long-term financial security. A Plan for the Future- Making a Budget: While students may recognize the concepts of working, earning and spending; trying to understand variable expenses, cash flow and net income can feel like learning a foreign language. This lesson breaks down key terms in budgeting, has students analyze sample budgets and introduces them to the process of creating their own plans for spending and saving.</p>	<ul style="list-style-type: none"> <li>Analyze three different budgeting scenarios to determine which is the most effective and why</li> <li>Create a personal budget by calculating a monthly net income and assessing monthly expenses</li> </ul>
Learning Objectives	Weeks 3 & 4	Writing Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Discriminate between facts and unsupported claims in print advertisements and in television commercials</li> <li>Customize and use a comparative shopping chart</li> <li>Identify various consumer scams, describe how they work, and explain what you can do if you find yourself caught in one</li> <li>Understand the concept of opportunity cost</li> <li>Evaluate spending choices when it comes to personal wants versus needs</li> </ul>	<p><b>Savvy Spending- Sharpening Money Decisions:</b> Whether it's longing for a new snowboard or a designer jacket; teens often have a difficult time distinguishing between their wants and needs. This lesson will help students differentiate between wants and needs, and understand why separating the two is important in order to make smart financial decisions. They will also explore the concept of opportunity cost and deepen their understanding of what it means to spend responsibly.</p> <p><b>The Influence of Advertising:</b> We can't help but be influenced and manipulated as consumers. In this lesson, students will become aware of the various techniques and appeals used to influence consumer behavior. Warnings must also be sounded. Unethical selling techniques such as "bait and switch," as well as common deceptive promotions like "get rich quick schemes" are discussed here. This is followed by information on program-length commercials, also called "infomercials." Finally, students are asked to develop guidelines for viewing and evaluating advertising. This skill will prepare them to make rational decisions in our very complex and evolving marketplace.</p> <p><b>Consumer Awareness:</b> Wise consumer buying starts with a plan. Using a systematic purchasing strategy will provide students with an ability to make more effective purchases. Comparative shopping techniques will be discussed to encourage students to carefully consider price, product attributes, warranties, and store policies. Next, this lesson covers a variety of buying methods, such as buying clubs, shopping by phone, catalogs, online, and door-to-door selling. Consumer buying makes a person a target for various consumer scams. While fraud in the marketplace is not new, the methods used have kept up with technology. Telemarketing fraud and deceptive internet promotions result in consumers losing billions of dollars each year. Students will learn about sources of help available to them through government agencies and other organizations.</p>	<ul style="list-style-type: none"> <li>Research a product/ service; make a commercial</li> <li>Students decide what actions to take for these consumer concerns</li> <li>Evaluate various spending scenarios and identify wants versus needs</li> <li>Analyze what they would do in the same situation and how they could make a more responsible choice</li> </ul>
Learning Objectives	Weeks 5 & 6	End-of-Unit
<p>Students will...</p> <ul style="list-style-type: none"> <li>Customize and use a comparative shopping chart</li> <li>Identify various consumer scams, describe how they work, and explain what you can do if you find yourself caught in one</li> <li>Understand the concept of opportunity cost</li> <li>Evaluate spending choices when it comes to personal wants versus needs</li> </ul>	<p><b>Make it Happen- Saving for a Rainy Day:</b> Saving for a new phone or laptop isn't unusual for teens, but thinking beyond immediate wants can be a bigger challenge. This lesson introduces students to the concepts of saving for an emergency and other long-term expenses such as college, a home and retirement. Students will learn the benefits of saving for a rainy day and explore various saving and investing strategies.</p> <p><b>The Tools to Build Your Financial Dream:</b> Between paying bills, figuring out taxes, saving hard-earned cash and planning for the future, it can be difficult to manage all your financial responsibilities on your own. In this lesson, students will learn how to seek out the tools that can help them manage their finances and reach their financial goals—whether via free or low-cost resources, government tools or paid advisors. They will also learn about different methods of financial record keeping that can make managing everything from saving for college, to tracking their spending, easier.</p>	<ul style="list-style-type: none"> <li>Research savings strategies offered by different banks to assess the fees, requirements and savings potential offered by each</li> <li>Create a plan for organizing and keeping important financial records</li> <li>Research popular online financial tools.</li> </ul>



# UNIT FOUR

## Consumer Mathematics Curriculum & Assessment Calendar



### Focus CCLS Standards of Unit 4

#### Mathematical Practice #4:

Model with Mathematics  
Mathematically proficient students can apply the mathematics they know to solve problems arising in everyday life, society, and the workplace. In early grades, this might be as simple as writing an addition equation to describe a situation. In middle grades, a student might apply proportional reasoning to plan a school event or analyze a problem in the community. **Mathematical Practice #5:** Use Appropriate Tools Strategically Mathematically proficient students consider the available tools when solving a mathematical problem. These tools might include pencil and paper, concrete models, a ruler, a protractor, a calculator, a spreadsheet, a computer algebra system, a statistical package, or dynamic geometry software. Proficient students are sufficiently familiar with tools appropriate for their grade or course to make sound decisions about when

## FEBRUARY/MARCH

*Essential Questions: (1) What do I need to consider in a financial partnership? (2) What do I need to know about buying a house? (3) How can I turn my dream of owning a car into reality?*

Learning Objective	Weeks 1 & 2	Assessment Schedule
<p>Students will...</p> <ul style="list-style-type: none"> <li>Set up a budget that includes rent, moving expenses, and the expenses associated with setting up a household</li> <li>Read and interpret various clauses in a lease</li> <li>Understand components of financial agreements between roommates</li> <li>Evaluate the pros and cons of sharing financial information with another person</li> </ul>	<p><b>Living on Your Own:</b> This lesson provides a reality check for students as they investigate the costs associated with moving, obtaining furniture and appliances, and renting an apartment. In preparation for living on their own, students are reminded of the budgeting process. In this lesson, we will encourage students to carefully consider various fixed and flexible expenses. In addition, they'll learn budgeting strategies for both flexible expenses (variable costs that change depending on level of consumption), such as entertainment, restaurants, and vacations, and fixed expenses (those that need to be paid every month), such as rent and apartment insurance. In this lesson, various information sections and clauses of an apartment lease are discussed. This material can help to create awareness and caution among students before signing a lease (or other contracts).</p> <p><b>Money &amp; Roommates:</b> Whether it's lending a hand in a group project, passing the ball for a goal or working together to win on a video game battlefield, students often work together for a common purpose. But applying these skills to their finances can be difficult for teens, especially when it comes to learning to balance money and first-time roommates. In this lesson, students will explore what it means to have a financial partnership with a roommate, analyze situations that could test that partnership, and discuss the importance of communication when sharing expenses with another person</p>	<ul style="list-style-type: none"> <li>Read and Interpret a Lease/Rental Agreement</li> <li>Create an Apartment Handbook</li> <li>Compare rental units</li> </ul>
Learning Objective	Weeks 3 & 4	Writing Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Compare benefits and drawbacks of renting vs. buying a home</li> <li>Understand and compare various types of mortgages</li> <li>Explain the basic concept of credit</li> <li>Explore and understand the components of a mortgage</li> <li>Compare mortgage loans and mortgage lenders</li> </ul>	<p><b>Buying a Home:</b> This lesson will provide students with information on buying a home and where and how to begin the process. After comparing the differences between renting and buying, students will be introduced to a five-step process for home buying. This framework provides an overview for the activities involved with selecting and purchasing a home. "What type of mortgage should I select?" This common question will be covered, as well as what lenders look for when qualifying an applicant for a home loan. Next, the costs associated with finalizing a real estate purchase, or "closing costs," are discussed. Finally, students are put on the other side of the real estate transaction—as a seller. Several suggestions are offered for selling a home.</p> <p><b>Home Sweet Home:</b> Purchasing a Place Ask teens to describe their dream homes, and many will rattle off the features of the latest celebrity mansion they've seen on TV: 10 bedrooms, hot tub, pool, game room, gym, home theatre. It's easy to get caught up in glamorous amenities and overlook the realities of purchasing a home. This lesson will help students understand the components of a mortgage, how to compare mortgage options and how to become savvy borrowers.</p>	<ul style="list-style-type: none"> <li>Calculate the monthly mortgage payment in various scenarios</li> <li>Decide whether or not they would take on a mortgage in various realistic situations.</li> </ul>
Learning Objective	Weeks 5 & 6	End-of-Unit Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Understand the circumstances under which a vehicle can be repossessed, and list the legal rights and responsibilities of the creditor and of the debtor</li> <li>Understand the concept of creditworthiness</li> <li>Research consumer borrowing</li> <li>Compare various types of car loans and lenders</li> </ul>	<p><b>Cars &amp; Loans:</b> In this lesson, students are asked to identify costs associated with owning and operating a motor vehicle. Since these costs are commonly underestimated, guidelines are provided on how much to spend when buying vehicles. The material provided in this lesson will address the many factors and decisions involved in purchasing and financing a vehicle. In addition to comparing used and new cars, we also cover warranties, service contracts, and financing the purchase. Other issues related to using credit for buying a car include the information required by the Truth-in-Lending law, use of a co-signer, and repossession. Finally, various aspects of auto insurance are discussed. Students will learn about types of coverages, factors affecting insurance costs, and comparing insurance companies.</p> <p><b>Researching and Buying a Car:</b> Buying a car is one of the first major financial decisions that many teens and young adults face. While several considerations factor into this purchase, one of the most important is the buyer's monthly payment, which is based on the car's purchase price and terms of the loan. In this lesson, students will shop for a car virtually, evaluating various loan options and learning what it means to be "creditworthy."</p>	<ul style="list-style-type: none"> <li>Calculate the total cost of various car loans</li> <li>Calculate car payments using five different lending scenarios</li> </ul>

# UNIT FIVE

## Consumer Mathematics Curriculum & Assessment Calendar



**Focus CCLS Standards of Unit 5**

**Mathematical Practice #7:** Make Use of Structures Mathematically proficient students can apply the mathematics they know to solve problems arising in everyday life, society, and the workplace. In early grades, this might be as simple as writing an addition equation to describe a situation. In middle grades, a student might apply proportional reasoning to plan a school event or analyze a problem in the community.

**Writing Standard #9:** Draw Information from Texts Draw evidence from literary or informational texts to support analysis and reflection.

# MARCH/APRIL

*Essential Questions: (1) What does it mean to be “creditworthy?” (2) How can I use credit wisely? (3) How can I stay out of debt?*

Learning Objectives	Weeks 1 & 2	Assessment
<p>Students will...</p> <ul style="list-style-type: none"> <li>Understand some of the advantages and disadvantages of using credit</li> <li>Determine a safe debt load</li> <li>Understand the elements of credit scores, and what impacts them</li> <li>Discover the best way to maintain a high credit score</li> </ul>	<p><b>Credit:</b> From renting a car to reserving an airline ticket or hotel room, credit cards have become a necessary convenience. However, using credit wisely is critical to building a solid credit history and maintaining fiscal fitness. While most students have a general idea about the advantages and disadvantages of credit, this lesson provides an opportunity to discuss these issues in more detail. Young people and others commonly wonder how to establish credit. In this chapter, students will learn about the creditworthiness factors of character, capital, and capacity in order to help them gain an understanding of how to start and maintain a credit record. This chapter will also introduce students to different types of credit: single-payment credit, installment credit, and revolving credit. Finally, this section will educate students about how much credit might be appropriate for their situation.</p> <p><b>Why Credit Matters:</b> In the middle of a championship football game, keeping score is the norm. But when it comes to life, many young adults don't realize how important it is to keep track of another score—their credit score. This lesson provides strategies for understanding credit reports and scores, enabling students to make smart money decisions. Students will explore different scenarios that challenge their assumptions about credit and “creditworthiness,” while debating the impact certain decisions can have on their credit scores.</p>	<ul style="list-style-type: none"> <li>Present in class (or on video) several positive and negative actions that would affect a person's credit history</li> <li>Evaluate credit recovery methods and explain their reasoning</li> </ul>
Learning Objectives	Weeks 3 & 4	Writing Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Understand how to shop for a credit card</li> <li>Understand the long-term results of overextending credit uses</li> <li>Evaluate how use of credit influences credit scores</li> <li>Explore major consumer credit laws</li> </ul>	<p><b>Credit Cards:</b> What is APR? What is a grace period? What are transaction fees? These and other questions will be answered in this lesson as students learn about credit cards, and the different types of cards available and features of each, such as bank cards, store cards, and travel and entertainment cards. As students start to shop for their first (or next) credit card, this lesson will make them aware of various costs and features. Included in this section is a discussion of the methods for calculating finance charges. In this lesson, students will also be given an opportunity to analyze the information contained on a credit card statement.</p> <p><b>Using Credit Wisely:</b> As teens prepare to enter the financial world, there are many elements for them to consider when it comes to credit. Whether they are off to college in a few months or gearing up to purchase a first car, they will find that credit plays an important part in many life activities—if used wisely. But used unwisely, credit can lead to unmanageable debt. In this lesson, students will discuss the concept of credit and how it can be used responsibly, learn different components of credit cards, review elements of a credit score and research consumer credit laws.</p>	<ul style="list-style-type: none"> <li>Analyze credit card statements</li> <li>Research the pros and cons of debit and credit cards</li> </ul>
Learning Objectives	Weeks 5 & 6	End-of-Unit Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Explore why debt occurs and how to prevent it</li> <li>Learn how debt impacts credit potential</li> <li>Discover actions to alleviate debt</li> <li>Understand how to evaluate a “credit repair” company before deciding whether or not to use its services</li> <li>Understand the disadvantages of using bankruptcy as a solution to debt</li> </ul>	<p><b>Avoiding Financial Pitfalls:</b> When teens borrow money from a friend or relative to buy the latest gadget, the thought of returning the payment often comes second to the initial gratification of buying the item. Long before having to pay back what they borrowed, they may have already moved on to the next thing and forgotten that they still need to pay for their purchase. As they move onto college and adult life, their attitudes around borrowing and returning will likely influence how they approach credit. In this lesson, students will understand how credit can open doors if used wisely, but also lead to unmanageable debt if used thoughtlessly. Students will learn how bad debt can damage credit records and how consumers can tackle debt in order to get back on the road to good money management.</p> <p><b>In Trouble:</b> When difficulties arise, students should first contact their creditors. Next, efforts should be made to revise spending patterns. In addition, assistance from a member of the National Foundation for Consumer Credit service agencies might be considered. What if these actions do not help? In the next sections of the lesson, students will examine other actions that might be considered, such as debt consolidation loans and bankruptcy. Students should also be aware of fair debt collection practices and wage garnishment</p>	<ul style="list-style-type: none"> <li>Assess different scenarios and determine the differences between good and bad debt.</li> </ul>

## Consumer Mathematics Curriculum & Assessment Calendar

### Focus CCLS Standards of Unit 6

#### Mathematical Practice #6: Attend to Precision

Mathematically proficient students try to communicate precisely to others. They try to use clear definitions in discussion with others and in their own reasoning. They state the meaning of the symbols they choose, including using the equal sign consistently and appropriately. They are careful about specifying units of measure and labeling axes to clarify the correspondence with quantities in a problem. They calculate accurately and efficiently and express numerical answers with a degree of precision appropriate for the problem context.

#### Mathematical Practice #5: Use Appropriate Tools Strategically

## MAY/JUNE

*Essential Questions: (1) How can I protect my identity? (2) How does interest and investing affect my money? (3) How do investing and the stock market work?*

Learning Objectives	Weeks 1 & 2	Assessment
<p>Students will...</p> <ul style="list-style-type: none"> <li>Discover what institutions can have access to a social security number</li> <li>Understand the ramifications of identity theft</li> <li>Explore how to rectify a case of identity theft</li> </ul>	<p><b>Consumer Privacy:</b> What you put on an application for a loan, your payment history, where you make purchases, and your account balances are but a few of the financial records that can be sold to third parties and other organizations. This lesson will discuss how public and private records are accessed and used by various organizations, as well as review privacy laws to protect your information. Direct mail, credit reports, telecommunications, and Social Security numbers will be considered from the standpoint of what consumers can do to protect their privacy rights. In addition, students will learn about their options as a consumer and ways to "opt out" of database profiles. Students will also learn about privacy in the workplace and the various issues related to their personnel files, electronic mail monitoring, and laws to protect their rights.</p> <p><b>Protecting Your Identity:</b> On any given day, students might swipe their debit cards, purchase and download a movie to their cell phones, or order a new product online. While they may do these things without a second thought, identity thieves know just the right moves to capitalize on their everyday actions. This lesson helps students differentiate the ways they are susceptible to identity theft by evaluating ramifications and assessing courses of action.</p>	<ul style="list-style-type: none"> <li>Analyze a typical warranty card to determine the information that is disclosed and detect its possible uses</li> <li>Determine the steps for recovering from identity theft</li> <li>Write a letter of dispute.</li> </ul>
Learning Objectives	Weeks 3 & 4	Writing Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Analyze risks and determine how to prevent them</li> <li>Discuss how insurance can protect against financial risk and compare different types of insurance</li> <li>Learn the role of estate planning in protecting assets and family</li> <li>Understand how investments can lead to increased wealth</li> <li>Comprehend and calculate simple and compound interest</li> <li>Explain the role of interest in saving and investing</li> </ul>	<p><b>Insurance &amp; Estate Planning:</b> Life isn't always smooth sailing, and if you're not prepared for bumpy waters, it can take a toll on your finances and even those of your loved ones. In this lesson, students will explore the idea of risk, how to assess the risk in a given situation and how to protect themselves and their families through insurance and estate planning. By the end of the lesson, students will understand that while life always involves personal and financial risks, these risks can be minimized and their assets protected with the right level of preparation.</p> <p><b>A Way to Wealth: Understanding Interests &amp; Investments:</b> Many teens invest time and energy in playing a new sport or learning a new instrument, and while it's easy for them to see the return value of such an investment, helping them understand the value of investing their money can be trickier—especially if they're ready to buy a new video game or pair of sneakers. What they may not realize is that investing money from a young age can make a big difference when it comes to building long-term wealth. In this lesson, students will explore simple and compound interest, and discover different methods of investing money</p>	<ul style="list-style-type: none"> <li>Match insurance needs with policies through roleplaying</li> <li>Calculate how earnings vary based on investment strategies, interest types and interest rates</li> </ul>
Learning Objectives	Weeks 5 & 6	End-of-Unit Task
<p>Students will...</p> <ul style="list-style-type: none"> <li>Learn basic stock market concepts and terminology</li> <li>Explore factors that impact returns on investments</li> <li>Understand how the government protects investors</li> <li>Learn how to identify upstanding charities</li> <li>Research and evaluate charities using specific criteria</li> <li>Explore how charitable giving can add to one's life</li> </ul>	<p><b>Buy, Sell, or Hold:</b> Overview of Investing: Most of us take financial gambles every day. For example, we might hold off on purchasing a new video game or smart phone in hopes that the price will go down. But when it comes to investments, gambling without knowing all available information can be costly. In this lesson, students will analyze risks and rewards in investments and discuss factors that impact return on investments. Students will learn about buying and selling stocks, and related consumer protection laws.</p> <p><b>Understanding Charitable Giving:</b> One life lesson never goes out of style: treat others how you would like to be treated. But it can be easy for teens to lose sight of this rule and to overlook the value of charitable giving. In this lesson, students will explore the benefits of participating in a charity, whether by donating time or money. They will conduct research to discover their charitable interests and evaluate potential charities based on credible criteria.</p>	<ul style="list-style-type: none"> <li>Stock Market stimulation</li> <li>Research charitable interests and evaluate those interests based on a range of criteria</li> </ul>
<b>Regents Week</b>		