

COURSE NAME: Financial Management

Unit: 1
Essential Questions/Skills: Do students understand the concept of personal financial goals? Will they be able to apply the planning process to personal and financial goals? Will they be able to use the decision-making process to create a financial plan?

Framework Standard	Content / Skills	Resources	Instructional Strategies	Assessments
The Commonwealth of Massachusetts has adopted and utilized National Standards K-12 in Personal Finance. Finance 1.1 Text Planning and Money Management Standard 1 The Importance of Planning	Development of a financial plan involving: Short-term goals Long-term goals Budget Strategies Ability	CD Banking on our Future NEFE Curriculum www. Stlouisfed.org	Direct instruction from text Investing in Your Future. Each chapter also includes finance and mathematical content which is measured annually on the National Finance Examination, a presidential initiative executed by the U.S. Treasury Department.	Chapter section review Chapter reviews Chapter tests This class includes a year-long portfolio assessment. In each chapter, students complete a research assignment based on macroeconomic research of a corporation listed on the New York Stock Exchange
Finance 1.2 Text Income and Career Standard 1 Develop a Career Plan	Students will be able to describe how to research a potential career field. Students will be able to explain how to obtain the education recommended. Students will learn to analyze statistical charts from www.bls.gov . in regard to: Percent of change of occupations Median earning of potential occupations Required education to obtain entry-level employment in desired occupation Financial information to obtain loans, scholarships in regard to career selection.	U.S. Bureau of Labor Statistics. www.bls.gov College Board www.collegeboard.com	Direct instruction from text. Analysis of charts from www.bls.gov	Chapter section reviews Chapter reviews Chapter test. Introductory power Point presentation on Financial research related to potential career

<p>Finance 1.3 Budget Text Planning and Money Management Standard 1,2 Students will be a able to discuss how to avoid pressure from advertsing messages.</p> <p>Students will learn to prepare and use a budget.</p>	<p>Students will utilize a sample budget worksheet to analyze categories including: Income source Fixed expenses Flexible expenses</p>	<p>www.bos.frb.org test on budget</p>	<p>Utilize test on www.bos.frb.org Money Smart for discussion to improve spending/saving strategies</p>	<p>Section reviews Chapter reviews Portfolio assignment (budget worksheet)</p>
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Unit: 2 Investment Power
Essential Questions/Skills:
2.1 Students will understand the process of planning and identify the role of planning and impulsiveness in students' lives.
2.2 Various forms of companies will be identified: sole proprietorships, partnerships and corporations including private and public corporations.
2.2 Primary and secondary capital markets will be examined as a source of capital for all forms of business.
2.3 Students will learn the basics of investing considering investment risk and potential return. Students will be able to identify investments by risk level.

Framework Standard	Content / Skills	Resources	Instructional Strategies	Assessments
<p>Saving and Investing Standard 2 How investing builds wealth and helps meet financial goals 2.1The Power of Investing</p>	<p>Explain the process of planning and identifies the role of planning and impulsiveness in students' lives</p>	<p>Text, Investing in Your Future www.nyse.com</p>	<p>Simulation on compound interest (ball of yard, snowball illustrations. Construction of visual of Relative risk pyramid (on file folder, held long way.</p>	<p>Section Review On line skill building www.frb.bos.org Students will be able to re-assemble relative risk pyramid after cutting it out (reference pg. 48 text.</p>

2.2 The Corporation	Students will be able to identify different forms in which a company can be created and define primary and secondary capital market.	Text, Investing in Your Future. www.sec.org	Students will use resources from: New York Stock Exchange NASDAQ SEC Federal Reserve Bank of Boston	Section and Chapter Review. Students will complete Portfolio assessment on Chapter Review (Pg. 73) Test
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Unit: 3

Essential Questions/Skills:

Learn various categories and uses of mutual funds.

Be able to identify how a mutual fund invests and where the fund invests your money.

Learn resources for mutual fund identification.

Be able to evaluate statistical information related to performance, fees, costs, and risk.

Use appropriate and cost effective risk-management strategies.

Framework Standard	Content / Skills	Resources	Instructional Strategies	Assessments
Saving and Investing Standard 2 3.1 Text, Mutual Funds	Learn and gain skills in identifying mutual funds and be able to describe several mutual funds Learn formula for Net Asset Value (NAV)	Text, Investing in Your Future	Utilize www.yahoofinance.com to illustrate categories of mutual funds. Introduce Morningstar Mutual funds and introduce categories used in investment industry.	Section Review, pg. 87 Portfolio Assessment Pg. 105 Text
3.2 Text Mutual Funds	Be able to describe expense ratio And understand differences of ratio of expenses as it relates to investment over time	www.morningstar.com www.yahoofinance.com	Utilize chart, pg 84, Text	Section Review, pg. 101

Saving and Investment Standard 2 3.3 Text, Choose Mutual Funds	Continue to investigate mutual funds Learn differences between no-load funds and load funds Learn to choose mutual funds based on skills learned in 3.1, 3.2. Students will learn a basic diversified mutual fund portfolio	www.betterinvesting.org/funds www.yahoofinance.com Text, Investing in Your Future	Students will gain skills in navigating mutual fund websites. Utilize www.nyse.com to illustrate other sectors as introduced in text.	Portfolio Assessment, Text, pg. 105. Section review, pg. 102,103
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Unit: 4
Essential Questions/Skills:
How do inflation, transaction costs, and taxes reduce your investment income and how can tax-deferred retirement plans help you retire in comfort?
Explain various forms of insurance protection.
Describe the process of buying a car and explain basics of obtaining a mortgage.

Framework Standard	Content / Skills	Resources	Instructional Strategies	Assessments
Risk Management and Insurance Standard 1 Text 4.1 Plug the Leaks: Inflation, Investment Costs	Learn the basics of types of salary, including gross salary, take home pay, net income. Be able to explain how retirement plans benefit you. Understand how the benefits of investing can be undermined by losses due to inflation, transactions costs and inadequate insurance	Investing in Your Future www.bls.gov	Illustrate chart on pg. 113 Depicting growth in tax-deferred IRA vs. taxable investment.	Section review, pg. 115 Portfolio assessment, pg. 133

Text 4.2 Protect Yourself	<p>Explain what insurance is and how it works. Describe the major kinds of insurance people need. Learn various forms of Individual Retirement Accounts, 401K plans and 403B plans and appropriate use of each. Be able to explain how before tax investments will grow significantly if invested over a period of time</p>	<p>Investing in Your Future Case Study, When the Tide Goes Out: Unemployment Insurance Trust Funds and the Great Recession, Lessons for and from New England, Federal Reserve Bank Graph, Text, pg. 113.</p>	<p>Students will watch short video on www.bostonfed.org Which explains the history of both unemployment in Massachusetts and gives a quarterly time line series of Date form Q1 2000 to Q2 2011. There is also a webcast with a power point presentation which will be used as time allows</p>	<p>Section reviews and classroom discussion on both insurance, and other forms of protection to insure against losses due to accident, unemployment or other financial disasters.</p>
<p>Income and Careers Standard 3 Describe factors affecting take-home pay.</p>	<p>Describe skills to take when you are ready to buy a car. Distinguish among the three basic types of home mortgages. Identify the advantages of home ownership.</p>	<p>Text, Investing in Your Future 4.3 Kiplinger’s Buying and Selling a Home J.K. Lassers’s Guide to Buying Your First Home</p>	<p>Students will draw a picture of the home they currently live in and determine % of equity currently owner in the home. This will be in % terms, not disclosing personal information. Factors such as length of time at residence, income, loans against principal, will be discussed.</p>	<p>Section review, pg. 128. Economics quiz, Federal Reserve Bank of Boston, “Psyching” You Out: To Buy or Not to Buy? That is the question.</p>

Unit: 5
Essential Questions/Skills:
Students will be able introduced to the four basic investment principles.
Students will be able to identify four low-cost methods of investing
Students will be able to understand the concept of diversifying investments

Framework Standard	Content / Skills	Resources	Instructional Strategies	Assessments
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<p>Financial Responsibility and Decision Making Standard 2 Text 5.1 Investment Principles Find and evaluate sources of financial information and make decisions based on informed choices.</p>	<p>Students will learn: Invest on a regular basis. Reinvest all earnings Invest in good quality growth companies. Diversify a portfolio Students will learn the Rule of 72.</p>	<p>National Association of Investment Counselors educational resources. Students will utilize charts from text to illustrate concepts in 5.1.</p>	<p>Students will learn characteristics of long and short term investing by Tracking expenses.</p>	<p>Section Review 5.1 Pg. 143 Text</p>
<p>Financial Responsibility and Decision Making Standard 2 Text 5.2 Search for Companies to Study</p>	<p>Students will be able to identify some methods of finding companies to study.</p>	<p>Stock Selection Guide Value Line Standard and Poor’s resources in text.</p>	<p>Students will be guided through an actual Value line report in text of Alberto-Culver, Text, and pg. 149. Key components of company information are highlighted</p>	<p>Section Review 5.2 Pg. 150 Text. www.wallstreetjournal.com</p>
<p>Financial Responsibility and Decision Making Standard 2 Find and Evaluate financial information from a variety of sources. Text 5.3 The Annual Report Text 5.4 Income Statement and Balance Sheet</p>	<p>At this point in the course, students will make a decision on the corporation chosen for portfolio research. Students will learn skills of navigation the home page of various corporations, samples of which are in text. Lessons will be given from the presenter on how to utilize live links on corporate websites such as “investor relations” and/or “about this company.” Students will be able to distinguish between the time frames of an income statement and a balance sheet.</p>	<p>Text, Investing in Your Future Template for students to write an original letter to CEO/CFO of their choice requesting an Annual Report. Sample annual reports collected in the past. Sample balance sheet in text, “ZZZ Corporation.</p>	<p>Students will learn how to create an original business letter; sign properly, address a business-size envelope and mail. Students will learn to identify and explain selected sections of a balance sheet and an income statement.</p>	<p>Section review 5.3, pg. 155. Quiz, Federal Reserve Bank, www.bostonfed.org “Balance Sheet” Section review 5.4, pg. 163. Chapter 5 Review, pg. 164.</p>

Unit: 6

Essential Questions/Skills:

Students will be able to state the main objectives of the Stock Selection Guide, a resource for building a diversified portfolio.

Students will be able to investigate data, as related to a specific company selected for the Portfolio Project and to begin to interpret that data.

Framework Standard	Content / Skills	Resources	Instructional Strategies	Assessments
Financial Responsibility and Decision Making Standard 4 Text 6.1 Make financial decisions by systematically considering alternatives and consequences.	Students will learn the organization of the Stock Selection Guide Students will be able to complete a sample SSG learning the key components as illustrated in Better Investing, Stock Selection Guide and Report	Text, Investing in Your Future New York Stock Exchange; NASDAQ & Amex	Students will be able to identify where specific stocks are traded. Students will continue to explore a company to study by identifying a company of interest with a user friendly website that encourages investor relations information	Section Review 6.1, pg. 178
Text 6.2 Plot the Data Standard 4 Text 6.2	Student will be able to discuss why you plot sales, earnings, and price data on the SSG graph. Students will be able to explain sales and trends for earnings per share.	www.yahoofinance.com Investor relations tab of the company chosen for portfolio assessment	Students will learn from a variety of resources (home page of their company, yahoofinance, and other sources how to investigate data.	Section Review 6.2, pg. 186
Text 6.3 Trend Lines and Growth Rates Standard 4 Text 6.2	Students will be able to explain the importance of historical trend lines on the SSG graph. Students will be able to describe the four methods of drawing trend lines	Stock Selection Guide Text (6.3)	Students will learn to obtain both a comparative chart and a 5-year historical data chart from www.yahoofinance.com for a specific company for portfolio research	Section Review, Text, pg. 193. Chapter Test Portfolio Assessment

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Unit: 7
Essential Questions/Skills:
Students will learn the role of management of corporations and make investment decisions based on growth, income and management's effectiveness.
Students will be able to learn to project future growth rates based on data given by corporations such as sales, costs, net income and earnings per share.
Students will continue to evaluated concepts of risk and reward.

Framework Standard	Content / Skills	Resources	Instructional Strategies	Assessments
Saving and Investing Standard 3 7.1 Text Evaluate Management Evaluate investment alternatives As they relate to effective management of a corporation	Students will be introduced to concepts of projecting growth rates and continuing to use data as introduced in Chapter 6	Text, Investing in Your Future. Website of corporation chosen for portfolio research.	Learn basics of calculations of pre-tax profit. Learn to bring up income statements and balance sheets from a corporation and discuss management effectiveness.	Bring up a comparative chart at teacher's station, utilize presenter and explain to class company performance as measured by the nearest competitor and also utilizing a base line such as S&P 500 or NASDAQ.
Savings and Investing Standard 3 7.2 Text Estimate Future Growth Rates as an indicator of effective management. Estimate a company's historical growth rates.	Students will learn various ways of evaluation management and producing growth such as: Introducing new products Developing new uses for old products Developing variations of products	Yahoo Finance Value Line Standard & Poor Annual Reports from your selected company Comparative Chart Historical Data Charts Investor Relations tab of company chosen.	Be able to discuss current event of the national economy (business cycle). Discuss in both small group and presentation from teacher's station how dependent is your company on the state of the	Students will learn how to look at their chosen company's quarterly report. Quarterly reports teach students the fiscal cycle of a company and expected trends.

<p> Savings and Investing Standard 3 7.3 Text Determine if a company has the possibility of returning a dividend based on price-earnings history, income, and management performance </p>	<p> International Expansion Acquisition of other companies Research and development Continue to work with the SSG to evaluate companies </p>	<p> Text, Investing in Your Future. Investor Relations tab from home page of chosen company for Portfolio </p>	<p> Economy. (Utilize 6 month chart with base line from S&P 500) </p>	<p> 7.3 Section Review Charts and graphs from investor relations tab from website. Quiz 7.1,7.2 Portfolio Assessment </p>
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