Central York School District

Personal Finance

Course Overview

Grade Level: 9-12

Course Description: This course equips students with the knowledge and skills necessary to make informed and responsible financial decisions. Topics include setting financial goals, understanding net worth, career exploration, income and taxes, everyday banking, responsible credit use, budgeting, identity theft prevention, insurance, and retirement and investing strategies. Personal Finance focuses on developing financial literacy through real-world applications and decision-making scenarios that prepare students for personal and professional financial success.
Course Big Ideas: • Career and Continuing Education • Net Worth • Banking and Credit • Investments • Insurance • Budgeting • Paycheck and Taxes
Course Essential Questions: • How does an individual's choice of career and commitment to continuing education serve as the primary driver for their long-term earning potential and human capital? • What is the significance of tracking net worth, and how does the relationship between assets and liabilities determine an individual's overall financial health? • How do banking choices and the strategic use of credit influence a person's ability to borrow money affordably and achieve major financial milestones? • In what ways do various investment vehicles and the power of compounding interest allow an individual to grow wealth and outpace the effects of inflation over time? • How does a comprehensive insurance and budgeting strategy protect a household from financial ruin while ensuring that daily expenses align with long-term goals? • How do the deductions on a paycheck, including various federal and state taxes, impact an individual's net income and their ability to create a functional spending plan?
Course Competencies: • Evaluate the relationship between educational attainment, specialized skills, and lifetime earning potential to inform career selection. • Calculate the difference between gross and net income by identifying mandatory tax withholdings and voluntary deductions. • Explain the purpose of federal, state, and local taxes and how they fund public goods and services. • Design a personalized spending plan that categorizes fixed and variable expenses while prioritizing savings goals. • Calculate personal net worth by auditing total assets and liabilities to track financial progress over time. • Identify how marketing, peer pressure, and "lifestyle creep" impact budgeting decisions and long-term wealth. • Evaluate the features, fees, and services of various banking entities, such as commercial banks and credit unions. • Explain the factors that determine credit scores and the long-term financial impact of maintaining high-quality

credit.

- Compare the total cost of different borrowing methods, including credit cards, student loans, and mortgages, considering interest rates and terms.
- Compare the risk-to-return profiles of various asset classes, including stocks, bonds, and mutual funds.
- Demonstrate how compound interest and early investing contribute to long-term wealth accumulation and retirement readiness.
- Select appropriate insurance coverages to protect against financial loss while determining the optimal balance between premiums and deductibles.

Course Assessments:

- Formative - theory and application
- Summative Assessments
- Simulation

Central York School District

Personal Finance

Grade Level: 9-12

Unit 1: Goal Setting/ Net Worth

Time: 2 Week

Standards:
PA Academic Standards for Personal Finance: • 17.4.9-12.A Calculate a person's net worth given their assets and liabilities. • 17.1.9-12.A Determine the financial impact of various long-term goals (eg lifestyle, family, education) • 17.1.9-12.B Apply a systematic decision-making process, including opportunity costs, to setting and achieving financial goals. • 17.1.9-12.C Analyze the impact of various factors on a person's financial mindset and decisions. • 17.1.9-12.E Assess the value of sharing financial goals and information with others. • 17.4.9-12.B Develop a savings plan for accomplishing personal short- and long-term financial goals.
Know:
• Definitions and relationships among assets, liabilities, and net worth. • Net Worth = Total Assets – Total Liabilities. • Financial goals - short-term and long-term goals. • Communication about financial goals with family members or friends.
Understanding/Key Learning:
• Assets, liabilities, and net worth are interconnected, and understanding these relationships helps evaluate personal financial health and make informed money decisions. • Net worth, calculated by subtracting total liabilities from total assets, provides a snapshot of financial stability and can guide planning for future goals. • Short-term and long-term financial goals help prioritize spending, saving, and investing, making it easier to achieve desired outcomes over time. • Communicating financial goals with family members or friends builds accountability, encourages collaboration, and supports better financial decision-making.
Do:
• Define the terms assets, liabilities, and net worth. • Identify examples of personal assets (e.g., cash, car, savings, investments). • Identify examples of personal liabilities (e.g., loans, credit card debt, mortgage). • Apply the net worth formula: Net Worth = Total Assets – Total Liabilities. • Calculate a person's net worth using real or simulated financial data. • Interpret the meaning of a positive or negative net worth. • Analyze how changes in assets or liabilities affect net worth over time. • Evaluate strategies to improve personal net worth. • Distinguish between items that increase wealth and those that represent debt. • Set realistic timelines for achieving long-term milestones. • Define your financial goals (short and long-term). • Analyze opportunity costs — what you give up when you make one choice over another. • Reflect on how your background, culture, and family influence your money attitudes.

- Recognize how media, peers, and social norms can shape spending habits.
- Communicate financial goals openly with family or partners.
- Identify specific savings goals and set target amounts and deadlines.

Unit Essential Questions:

- Why is it important to make goals?
- What is the difference between assets and liabilities?
- How do you compare net worth to wealth?

Lesson Essential Questions:

- How does a person's net worth calculation (Assets–Liabilities) serve as a financial report card, and what does a negative net worth truly signify?
- What is the financial impact of prioritizing a long-term goal like a luxury lifestyle versus saving for a child's education, and how should these goals be weighted?
- When setting a major financial goal (e.g., buying a house), how should the opportunity cost of the required monthly savings be factored into the decision-making process?
- What are the key steps in a systematic decision-making process for a major financial decision, and how does this process prevent impulsive choices?
- How do external factors (e.g., economic recessions, social media trends) and internal factors (e.g., upbringing, fear of failure) shape a person's financial mindset and spending habits?
- What is the value and risk of sharing detailed financial goals and information with a partner, family member, or trusted friend?
- Beyond the dollar amount, how can the debt-to-asset ratio or liability structure (e.g., consumer debt vs. mortgage debt) reveal more about a person's overall financial health than net worth alone?
- How does the liquidity of a person's assets affect the usefulness of their net worth figure, especially during a financial emergency?

Materials/Resources:
Knowledge Matters, Teacher Created Modules, YouTube, Schoology, computer/Ipad, NGPF

Vocabulary:

Net Worth
Assets
Liabilities
Financial Goal
Long-Term Goal
Financial Impact
Cash Flow
Decision-Making

Opportunity Cost
Trade-Off
Financial Mindset
Risk Tolerance
Loss
Accounting
Financial Self-Control
Accountability

Compound Interest
Cash
Monetary asset
Tangible asset
Investment
Expenses

Assessments:

- Formative - theory and application
- Summative Assessments
- Simulation

Central York School District

Personal Finance

Grade Level: 9-12

Unit 1: Paychecks/Taxes

Time: 2 Weeks

Standards:
PA Academic Standards for Personal Finance: • 17.2.9-12.A Explain various types of income (e.g., earned, unearned, passive, active) and their sources (e.g., work, rentals, investments, government programs). • 17.2.9-12.F Explain the impact of employee benefits (e.g., health insurance, retirement savings plans, education reimbursement programs) on an individual's finances. • 17.2.9-12.G Analyze the financial impact of a person's decision to own a business, work as an independent contractor, or be employed. • 17.2.9-12.H Calculate the impact of taxes and payroll deductions on income. • 17.2.9-12.I Complete various federal, state, and local tax forms. • 17.3.9-12.M Justify a decision to participate in or forgo a fundraising effort based on the organization and cause.
Know:
• Income Types and Sources (Earned, Unearned, Passive, Investment) • Employee Benefit Analysis (Health insurance, 401(k) matching, tuition) • True Compensation Valuation • Employment Structure Financial Impact (Employee vs. Contractor vs. Business Owner) • Net vs. Gross Pay Calculation • Tax and Payroll Deductions (Mandatory and Voluntary) • Tax Compliance and Form Familiarity (W-4, W-2, 1040) • Self-Employment Tax Responsibility • Financial Citizenship Decision-Making • Fundraising Effort Justification
Understanding/Key learning
• Understanding personal wealth requires distinguishing between four types of income (earned, unearned, passive, and investment) and recognizing that employment structure (employee vs. contractor) dramatically changes your financial responsibility for taxes and benefits. • The calculation of net income is essential, requiring knowledge of payroll deductions and the ability to complete basic tax forms. A person's true financial health depends on accurately calculating the impact of mandatory taxes on gross earnings. • A core understanding of your paycheck is that your net pay (the money you take home) is the gross pay (total earnings) minus mandatory and voluntary payroll deductions (like taxes and benefit contributions).
Do:
• Differentiate the sources and characteristics of earned, unearned, passive, and investment income. • Evaluate the financial and health protection value of various employee benefits like insurance and retirement matching. • Determine your true compensation by summing your salary, wages, and the employer's contributions to

benefits.
- Analyze the financial impact and tax responsibilities associated with being an employee, independent contractor, or business owner.
- Calculate the precise difference between gross pay and net pay after accounting for all deductions.
- Identify and categorize all mandatory and voluntary payroll deductions that reduce take-home income.
- Complete and understand the purpose of essential tax forms such as the W-4, W-2, and 1040.
- Internalize the distinct responsibility for calculating and submitting self-employment taxes (FICA and income tax).
- Apply a systematic process to make informed financial citizenship decisions regarding charitable giving.
- Justify the decision to donate or forgo a fundraising effort based on the organization's transparency and mission.

Unit Essential Questions:
- How is a person's actual take-home money determined, and what is the personal financial responsibility that comes with it?
- How should one apply financial analysis to all money decisions, from classifying income to giving charitably?
- How can individuals ensure tax compliance and maximize their net income by accurately completing key forms (W-4, W-2, 1040) and understanding the distinction between employee and self-employment tax responsibilities?

Lesson Essential Questions:
- What are the key distinctions between earned, unearned, passive, and investment income, and how do these differences impact a person's financial planning?
- How can a worker calculate their true compensation by evaluating the hidden monetary value of employee benefits(e.g., health insurance, 401(k) match) alongside their salary or wages?
- What are the major tax and financial responsibilities that change when a person moves from being a traditional employee to an independent contractor or a small business owner?
- How does one accurately calculate their net (take-home) pay by factoring in all mandatory and voluntary payroll deductions from their gross earnings?
- What are the specific mandatory payroll deductions (like Federal Income Tax and FICA) versus voluntary deductions, and what purpose does each serve?
- Why is it crucial to correctly complete and understand the purpose of essential tax forms such as the W-4 (for withholding) and the W-2 (for annual income reporting)?
- What is the distinct and critical tax responsibility a self-employed individual must internalize regarding the calculation and submission of self-employment taxes?
- How can understanding the basics of the 1040 tax form help an individual ensure they are meeting all federal tax compliance requirements?
- What systematic decision-making process should be used to make informed financial citizenship decisions regarding charitable giving?
- How does one effectively justify a decision to donate or not donate to a cause based on the organization's mission, transparency, and financial efficacy?

Materials/Resources:
Knowledge Matters, Teacher Created Modules, YouTube, Schoology, computer/iPad, NGPF

Vocabulary:

Earned Income	Payroll Deduction	Employee
Unearned Income	Mandatory Deduction Voluntary	Independent Contractor
Passive Income	Deduction	Self-Employment Tax
Investment Income	Employee Benefits	FICA Tax
Gross Pay	True Compensation	W-4 Form
Net Pay	401(k) Matching	W-2 Form

Form 1040
Tax Withholding
Tax Compliance

Adjusted Gross Income (AGI) Tax
Liability
Tax Refund

Charitable Giving
Financial Citizenship Fundraising
Discretionary Income
Cost of Living

Assessments:

- Formative - theory and application
- Summative Assessments
- Simulation

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Unit 3: Banking

Time: 3 Weeks

Standards:
PA Academic Standards for Personal Finance: • 17.1.9-12.D Evaluate strategies for dealing with behavioral biases (E.G., LOSS AVERSION, EXPERIENTIAL BIAS, MENTAL ACCOUNTING) and other obstacles to managing personal finances. • 17.1.9-12.F Compare various financial service providers (e.g., banks, credit unions, check cashers, brokerage firms) and the types of accounts and services each provides. • 17.1.9-12.G Communicate the process of opening financial accounts and the factors to consider when selecting financial institutions and professionals. • 17.1.9-12.H Evaluate the use of financial technology to access financial services and make financial decisions • 17.1.9-12.I Develop a system for documenting and organizing personal financial records, both paper and electronic. • 17.1.9-12.K Explain the role of various state and federal financial regulators and consumer protection agencies. • 17.1.9-12.L Describe the issues addressed by various laws and regulations that impact or safeguard a person's finances. • 17.3.9-12.G Compare the effects of using various payment methods when making purchases. • 17.3.9-12.H Compare various approaches to paying bills, including making automated payments and ensuring bills are paid on time. • 17.3.9-12.I Describe the impact of technology on payment methods and how it influences spending. • 17.4.9-12.C Compare the features of various savings vehicles (e.g., savings accounts, certificates of deposit, money market accounts) and the interest rates offered by several institutions.
Know:
• Behavioral biases (e.g., loss aversion, experiential bias, mental accounting). • Strategies for managing behavioral biases and other obstacles to financial decision-making. • Financial service providers (banks, credit unions, check cashers, brokerage firms). • Types of financial accounts and services offered by institutions. • Factors for selecting financial institutions and professionals. • Processes for opening financial accounts. • Systems for documenting and organizing personal financial records (paper and electronic). • State and federal financial regulators and consumer protection agencies. • Laws and regulations impacting or safeguarding personal finances. • Payment methods (cash, checks, debit, credit, digital wallets) and their effects. • Approaches to paying bills, including automated and on-time payment strategies. • Technology's impact on payment methods and spending behaviors. • Savings vehicles (savings accounts, certificates of deposit, money market accounts). • Interest rates offered by various financial institutions.
Understanding/Key Learning:
• Behavioral biases affect financial decision-making and can influence how money is managed. • Recognizing and managing behavioral biases is important for making rational financial choices. • Different financial service providers meet different needs, and understanding these differences supports

informed decision-making.

- Various types of financial accounts and services play distinct roles in achieving personal financial goals.
- Selecting financial institutions and financial professionals requires careful consideration of factors such as fees, services, and reputation.
- Opening financial accounts successfully involves understanding the required steps and documentation.
- Financial technology can provide benefits and limitations when managing money and making financial decisions.
- Maintaining organized personal financial records supports effective planning, accountability, and decision-making.
- State and federal financial regulators and consumer protection agencies serve important functions in safeguarding finances.
- Laws and regulations exist to protect personal finances and ensure fair treatment in financial matters.
- Different payment methods affect spending habits, budgeting, and overall financial management.
- Using various approaches to paying bills, including automation and timely payment, offers advantages for financial stability.
- Technology influences payment choices and can impact spending behavior.
- Different savings vehicles have distinct features, advantages, and limitations that affect financial planning.
- Interest rates on savings influence the growth of funds and the ability to achieve financial goals.

Do:

- Identify common behavioral biases and explain how they can impact financial choices.
- Apply strategies to reduce the impact of behavioral biases in financial decision-making.
- Compare financial service providers and the services they offer.
- Analyze and choose accounts or services that align with financial goals.
- Evaluate financial institutions and professionals based on key selection criteria.
- Demonstrate the steps needed to open a financial account.
- Use financial technology tools to access accounts, track spending, or plan savings.
- Create and maintain a personal financial record-keeping system.
- Identify key financial regulators and describe their roles.
- Explain how consumer protection laws and financial regulations affect personal finance.
- Compare the effects of using various payment methods in personal finance scenarios.
- Demonstrate strategies for paying bills on time, including setting up automated payments.
- Analyze how technology changes the way people pay and manage money.
- Compare and evaluate savings vehicles for short- and long-term goals.
- Calculate interest and analyze how rates affect savings over time.

Unit Essential Questions:

- How do personal behaviors and decision-making strategies affect financial success?
- What factors should be considered when choosing financial institutions, accounts, and services?
- How can technology be used effectively to manage money and make financial decisions?
- Why is it important to keep accurate and organized financial records?
- How do laws, regulations, and financial oversight protect consumers and influence financial choices?
- How do different payment and savings methods impact financial stability and goal achievement?
- What strategies can individuals use to plan, save, and grow their money over time?

Lesson Essential Questions:

- How do behavioral biases influence the financial decisions people make?
- What strategies can help reduce the impact of biases on financial decision-making?
- How do different financial service providers meet the needs of consumers?
- What factors should be considered when selecting accounts or services to meet financial goals?
- How can you evaluate financial institutions and professionals to ensure they are trustworthy and suitable for your needs?

- What steps are involved in opening a financial account, and why are they important?
- How can financial technology tools improve money management and decision-making?
- Why is maintaining an organized personal financial record-keeping system essential?
- What roles do financial regulators play in protecting consumers and the financial system?
- How do consumer protection laws and financial regulations impact personal finance?
- How do different payment methods affect spending, budgeting, and financial management?
- What strategies ensure bills are paid on time and financial obligations are met?
- In what ways has technology changed the way people pay for goods and manage money?
- How do various savings vehicles compare in terms of risk, reward, and suitability for financial goals?
- How do interest rates influence the growth of savings and the achievement of financial goals?

Materials/Resources:
Knowledge Matters, Teacher Created Modules, YouTube, Schoology, computer/iPad, NGPF

Vocabulary:

Behavioral bias
Loss aversion
Experiential bias
Financial decision-making
Bank
Credit union
Check casher
Brokerage firm
Account (checking, savings, investment)
Financial institution

Fees
Mobile banking
Online banking
Digital wallet
Spending tracking
Record-keeping
Personal financial records
Paper records
Electronic records
Consumer protection agency
Payment method

Cash
Check
Debit card
Credit card
Automated payment
Bill pay
Savings vehicle
Certificate of deposit (CD)
Money market account
Interest rate

Assessments:
- Formative - theory and application
- Summative Assessments
- Simulation

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Unit 4: Investments

Time: 2 Weeks

Standards:

PA Academic Standards for Personal Finance:

- 17.2.9-12.B Describe sources of retirement income and how they relate to individual investment choices, employer-sponsored retirement plans, and government programs.
- 17.4.9-12.D Explain factors that contribute to rates of return for various investments, including risk, inflation, and taxes.
- 17.4.9-12.E Explain the similarities and differences between stocks, bonds, mutual funds, and exchange-traded funds, and the factors that influence price fluctuations for each.
- 17.4.9-12.F Describe factors to consider when selecting sources of investment advice and trading methods (e.g., online trading platforms, financial advisors, robo-advisors).
- 17.4.9-12.G Explain how popular benchmark indices are used.
- 17.4.9-12.H Recommend an investment portfolio diversified to meet specific goals, including purpose, starting age, time horizon, and tolerance for risk.
- 17.4.9-12.I Compare retirement-specific investment options, including employer-sponsored plans, Roth and traditional individual retirement accounts, and accounts available to people who are self-employed.
- 17.4.9-12.J Analyze personal attitudes towards risk and how these might impact future investment decisions and outcomes
- 17.4.9-12.K Describe methods to avoid or counteract the potentially negative impacts of behavioral biases (E.G., LOSS AVERSION, HERDING, CHOICE OVERLOAD) on investment decisions.
- 17.5.9-12.A Evaluate a person's potential for financial risk (e.g., loss of personal property, reduction in income, liability).
- 17.5.9-12.B Critique approaches to avoiding, reducing, retaining, and transferring risk given a particular scenario.

Know:

- Sources of retirement income.
- Employer-sponsored, individual, and government retirement programs.
- Factors affecting rates of return (risk, inflation, taxes).
- Relationship between risk and return.
- Characteristics of stocks, bonds, mutual funds, and ETFs.
- Factors influencing investment price fluctuations.
- Sources of investment advice.
- Criteria for selecting trading methods and advisors.
- Purposes and uses of benchmark indices.
- Components of a diversified investment portfolio.
- Factors influencing portfolio design (goals, time horizon, risk tolerance).
- Retirement-specific investment options.
- Differences among retirement account types.
- Personal risk tolerance.
- Impact of risk attitudes on investment decisions.
- Common behavioral biases in investing.

- Strategies to reduce behavioral bias in investment decisions.
- Types of personal financial risk.
- Potential impacts of property, income, and liability risk.
- Risk management strategies (avoidance, reduction, retention, transfer).
- Evaluation of risk management approaches.

Understanding/Key Learning:

- Retirement income comes from multiple sources, including employer-sponsored plans, individual accounts, and government programs.
- Investment returns are influenced by risk, inflation, taxes, and market conditions.
- Risk and return are directly related; higher potential returns typically involve greater risk.
- Different investment types (stocks, bonds, mutual funds, ETFs) have unique characteristics, risks, and return potential.
- Investment prices fluctuate based on economic factors, company performance, market sentiment, and external events.
- Selecting reliable investment advice and appropriate trading methods requires evaluating credibility, cost, and personal financial goals.
- Benchmark indices are used to measure and compare investment performance.
- A diversified portfolio spreads investments across asset types to reduce risk and support long-term goals.
- Portfolio design should reflect an individual's goals, time horizon, and risk tolerance.
- Retirement account options differ in tax treatment, contribution limits, and eligibility requirements.
- Personal risk tolerance influences investment choices and long-term financial outcomes.
- Behavioral biases (such as loss aversion and herding) can negatively impact investment decisions, but strategies can reduce their influence.
- Individuals face various financial risks, including property loss, income loss, and liability exposure.
- Risk can be managed through avoidance, reduction, retention, or transfer strategies, depending on the situation.
- Effective risk management requires evaluating potential losses, likelihood, and available protection strategies.

Do:

- Identify and explain multiple sources of retirement income, including employer-sponsored, individual, and government programs.
- Analyze how risk, inflation, taxes, and market conditions affect investment returns.
- Evaluate the relationship between risk and return when making investment decisions.
- Compare and contrast stocks, bonds, mutual funds, and ETFs based on characteristics, risks, and return potential.
- Analyze factors that cause investment price fluctuations.
- Evaluate sources of investment advice and select appropriate trading methods based on financial goals.
- Use benchmark indices to measure and compare investment performance.
- Construct a diversified investment portfolio to reduce risk and support long-term goals.
- Design a portfolio aligned with specific goals, time horizon, and risk tolerance.
- Compare retirement account options based on tax treatment, contribution limits, and eligibility.
- Assess personal risk tolerance and apply it to investment decision-making.
- Identify behavioral biases in investing and apply strategies to minimize their impact.
- Evaluate personal exposure to property, income, and liability risks.
- Apply risk management strategies (avoidance, reduction, retention, transfer) to financial scenarios.
- Critique risk management decisions based on potential losses, likelihood, and protection options.

Unit Essential Questions:

- How do individuals make informed investment decisions to achieve financial goals while managing risk?

- How do personal factors—such as risk tolerance, behavioral biases, and financial knowledge—affect investment choices and outcomes?
- What strategies can individuals use to identify, evaluate, and manage financial risks to protect and grow their wealth?

Lesson Essential Questions:

- How do different sources of retirement income influence long-term financial security?
- How do risk, inflation, and taxes shape the growth of investments over time?
- How do different types of investments vary in risk, return, and price behavior?
- How can investors determine the most reliable and appropriate source of investment advice?
- Why are benchmark indices important tools for evaluating investment performance?
  How should an investment portfolio be designed to balance goals, time horizon, and risk tolerance?
- How do different retirement account options impact long-term savings and tax outcomes?
- How do personal attitudes toward risk influence financial decisions and future outcomes?
- How can investors recognize and reduce the impact of behavioral biases on decision-making?
- What financial risks do individuals face, and how can those risks affect financial stability?
- How can individuals determine the most effective strategy for managing financial risk in different situations?

Materials/Resources:

Knowledge Matters, Teacher Created Modules, YouTube, Schoology, computer/Ipad, NGPF

Vocabulary:

Retirement income
Employer-sponsored retirement plan (e.g., 401(k), pension)
Individual retirement account (IRA, Roth IRA)
Social Security
Contribution limits
Tax-deferred growth
Vesting
Stock
Bond
Mutual fund
Exchange-traded fund (ETF)
Rate of return
Dividend
Risk vs. return
Inflation
Portfolio
Diversification
Investment strategy
Financial advisor
Online trading platform
Investment research
Trading method
Credibility
Cost/fees
Benchmark index
S&P 500
Dow Jones Industrial Average
NASDAQ
Market performance
Volatility
Financial risk
Personal risk tolerance
Risk management

Assessments:

- Formative - theory and application
- Summative Assessments
- Simulation

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Grade Level: 9-12

Unit 5: Career/Education

Time: 2 Weeks

Standards:

PA Career Education Workforce Standards:

- 13.1.9-12.A Analyze the relationship between career choices and career preparation opportunities to choose a path.
- 13.3.9-12.B Identify sources of lifelong learning to strengthen existing skills, develop new skills, and maximize career growth.
- 13.1.9-12.C Analyze external factors that impact employment opportunities, such as, but not limited to: Competition, Global influences, Job growth, Job openings, Labor supply, Potential advancement, and Potential earnings
- 13.4.9-12.B Evaluate career options based on personal interests, abilities, aptitudes, achievements, and goals.
- 13.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.
- 13.4.9-12.A Strategically market yourself as a job candidate.
- 13.1.9-12.A Analyze the relationship between career choices and career preparation opportunities to choose a path.
- 13.4.9-12.C Use a variety of methods to research careers that align with personal interests, values, strengths, and career goals.
- 13.1.9-12.D Describe employment outlook, organized by in- demand occupations, clusters, pathways, or other methods.
- 13.1.9-12.E Utilize school- and community-based opportunities for career awareness/preparation.
- 13.1.9-12.C Analyze external factors that impact employment opportunities, such as, but not limited to: Competition, Global influences, Job growth, Job openings, Labor supply, Potential advancement, and Potential earnings.
- 13.3.9-12.C Incorporate feedback and personal reflection to evaluate success towards completing goals and determine a next course of action.
- 13.2.9-12.B Use professional etiquette and observe social protocols when communicating verbally, nonverbally, and in writing.
- 13.1.9-12.B Analyze entrepreneurship and other self-employment opportunities as they relate to personal career goals and corporate opportunities; evaluate successful entrepreneurs in both non-profit and for-profit organizations and how the 4 P's play a role in branding.
- 13.3.9-12.D Analyze and reflect upon the efficacy of your work ethic.
- 13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.
- 13.2.9-12.E Evaluate time and project management strategies and their application to both personal and work situations.
- 13.2.9-12.A Identify solutions to existing conditions or problems using critical thinking skills.

PA Academic Standards for Personal Finance:

- 17.2.9-12.C Use data to support an individual's decision to obtain or forgo post-secondary education based on the associated costs and anticipated future income.
- 17.2.9-12.D Research options to pay for education and training, ways to reduce the total cost, and steps needed to obtain financial aid.
- 17.2.9-12.E Evaluate the impacts of technology, labor markets, and economic conditions and trends on a

person's employment potential.

- 17.6.9-12.D Analyze the use of loans to finance higher education and home purchases, how they are obtained, and options for paying them back.

Know:

- Career pathways and preparation opportunities.
- Sources of lifelong learning.
- External factors influencing employment opportunities.
- Personal interests, abilities, aptitudes, and career goals.
- Career research methods and resources.
- Personal branding and job candidate marketing.
- Employment outlook and in-demand occupations.
- School and community career preparation opportunities.
- Goal setting, feedback, and self-reflection.
- Professional etiquette and workplace communication.
- Entrepreneurship and self-employment opportunities.
- Work ethic and personal performance evaluation.
- Critical thinking and problem solving.
- Time management and project management strategies.
- Postsecondary education costs and return on investment.
- Financial aid and education funding options.
- Economic trends, labor markets, and technology impacts on employment.
- Loans and financing for education and major purchases.

Understanding/Key Learning:

- Career pathways connect education, training, and work experiences that prepare individuals for specific career opportunities.
- Lifelong learning helps individuals strengthen existing skills, develop new skills, and remain competitive in a changing workforce.
- Employment opportunities are influenced by external factors such as economic trends, labor market demand, globalization, and technological change.
- Personal interests, abilities, aptitudes, and goals should guide career exploration and decision-making.
- Effective career planning requires using a variety of research methods and resources to gather accurate information about potential careers.
- Individuals can improve employment opportunities by developing a strong personal brand and effectively marketing themselves as job candidates.
- Understanding employment outlook and in-demand occupations helps individuals make informed career and education decisions.
- School and community opportunities, such as internships, mentorships, and career programs, help students gain experience and prepare for future careers.
- Goal setting, reflection, and feedback help individuals evaluate progress and make adjustments to achieve personal and career goals.
- Professional etiquette and effective verbal, nonverbal, and written communication are essential for success in the workplace.
- Entrepreneurship and self-employment provide alternative career paths that require creativity, planning, and risk management.
- A strong work ethic and the ability to evaluate personal performance contribute to long-term career success.
- Critical thinking and problem-solving skills enable individuals to identify challenges and develop effective solutions.
- Time management and project management strategies help individuals balance responsibilities and complete tasks efficiently.

- Postsecondary education and training decisions should consider both the costs and the potential return on investment.
- Understanding financial aid options and funding strategies can make postsecondary education more accessible.
- Economic trends, labor markets, and technological advances influence the types of skills and careers that are in demand.
- Loans and other financing options can help pay for education and major expenses, but they require careful planning and responsible repayment.

Do:

- Analyze the relationship between career pathways and the education, training, and experiences required to pursue them.
- Evaluate career options based on personal interests, abilities, aptitudes, and goals.
- Research careers and labor market data using multiple credible resources.
- Analyze external factors such as economic trends, technology, and labor market conditions that influence employment opportunities.
- Develop professional materials (e.g., résumé, portfolio, or professional profile) to market themselves as job candidates.
- Demonstrate professional communication and workplace etiquette in verbal, written, and nonverbal interactions.
- Apply goal-setting, feedback, and reflection to monitor progress and improve performance.
- Evaluate entrepreneurship and self-employment opportunities as potential career paths.
- Apply critical thinking, problem-solving, and time management strategies to complete complex tasks and projects.
- Use financial and career data to evaluate postsecondary education and training options.
- Research and compare options for paying for education, including financial aid and cost-reduction strategies.
- Analyze the role of loans in financing education and major purchases and evaluate repayment options.

Unit Essential Questions:

- How do people make informed decisions about careers and career pathways?
- How do personal interests, skills, and goals influence career choices?
- How do economic trends, labor markets, and technology affect employment opportunities?
- What skills and behaviors are necessary to be successful in the workplace?
- How do education and financial decisions after high school impact long-term career and financial success?

Lesson Essential Questions:

- How do career pathways connect education, training, and work experience to future opportunities?
- How can personal interests, abilities, and goals help guide career decisions?
- How can researching careers and labor market data help people make informed career choices?
- How do economic trends, technology, and global factors influence employment opportunities?
- How can individuals effectively market themselves as strong job candidates?
- Why are professional communication and workplace etiquette important for career success?
- How can goal setting, feedback, and reflection improve personal and professional growth?
- What are the advantages and challenges of entrepreneurship compared to traditional employment?
- How do critical thinking, problem solving, and time management contribute to success in school and work?
- How can financial and career data help individuals decide whether to pursue postsecondary education?
- What options exist for paying for education or training, and how do they affect future financial stability?
- How do loans impact long-term financial decisions related to education and major purchases?

Materials/Resources:

Smart Futures, Knowledge Matters, Teacher Created Modules, YouTube, Schoology, computer/Ipad, NGPF

Vocabulary:

Career exploration
Career goals
Skills
Interests
Values
Employment outlook
In-demand occupations
Postsecondary education
Training programs
Job growth
Job openings
Competition
Earnings potential
Labor market data
Lifelong learning
Skill development
Certification

Continuing education
Transferable skills
Personal branding
Resume
Cover letter
Portfolio
Networking
Job application
Interview skills
Workplace communication
Work ethic
Accountability
Reliability
Collaboration
Critical thinking
Problem solving
Decision-making

Time management
Project management
Goal setting
Reflection
Self-assessment
Entrepreneurship
Self-employment
Entrepreneur
Branding
Return on investment (ROI)
Tuition
Financial aid
Scholarship
Grant
Student loan
Interest rate
Repayment plan
Cost of education

Assessments:

- Formative - theory and application
- Summative Assessments
- Simulation

Central York School District

Personal Finance

Grade Level: 9 - 12

Unit 6: Budgeting

Time: 2 Weeks

Standards:

PA Academic Standards for Personal Finance:

- 17.3.9-12.A Develop a process for making informed spending decisions, including factors to consider (e.g., product features, price, durability, environmental or societal impact, reliability of information).
- 17.3.9-12.B Compare ways people can lower the price they pay for goods and services (e.g., online tools, discount retailers, negotiating, secondhand items).
- 17.3.9-12.C Develop a personal approach to keeping track of income and spending.
- 17.3.9-12.D Evaluate various budgeting approaches (e.g., 50-30-20, zero-based) and methods (e.g., envelope system, spreadsheets, online tools).
- 17.3.9-12.E Create a personal budget to allocate current or future income, including estimates for fixed and variable expenses.
- 17.3.9-12.F Identify methods for adjusting a budget for unexpected expenses or loss of income.

Know:

- How to make a budget.
- How to compare prices when purchasing products.
- The 50-30-20 budget approach.
- Know the difference between fixed costs (non-negotiables) and variable costs (controllables).
- Emergency fund and a plan to slash variable spending.
- Various technological approaches to track spending.

Understanding/Key Learning:

- A budget is the proactive process of assigning every dollar a specific "job" before the month. Comparing prices involves more than just hunting for the lowest number; it is an analytical process where you evaluate a product's durability, features, and the reliability of information to ensure you are receiving the highest total value for your money.
- The 50-30-20 budget approach provides a clear structure for financial health by mathematically allocating $ 50% of your income to essential needs, $30% to personal wants, and $20% to savings and debt repayment.
- Fixed and variable costs allows you to identify which expenses are non-negotiable obligations (like rent) and which are "controllable levers" (like dining out).
- An emergency fund provides a vital safety net for life's "what-ifs," while having a pre-determined plan to slash variable spending.

Do:

- Making a budget is the proactive process of assigning every dollar a specific "job" before the month begins, transforming your spending from an impulsive reaction into a deliberate plan that reflects your long-term priorities.
- Compare prices and hunt for the lowest number; it is an analytical process where you evaluate a product's durability, features, and the reliability of information to ensure you are receiving the highest total value for your money.

- Creating the 50-30-20 budget approach provides a clear structure for financial health by mathematically allocating 50% of your income to essential needs, 30% to personal wants, and 20% to savings and debt repayment.
- Distinguishing between fixed and variable costs allows you to identify which expenses are non-negotiable obligations (like rent) and which are "controllable levers" (like dining out) that can be adjusted to meet your financial goals.
- Maintaining an emergency fund provides a vital safety net for life's "what-ifs," while having a pre-determined plan to slash variable spending ensures you can maintain stability during an unexpected loss of income without falling into debt.

Unit Essential Questions:
- Why is it important to create a budget?
- What is the 50 - 30 -20 budget approach?
- Can you distinguish between fixed and variable costs and the ways to track spending?

Lesson Essential Questions:
- Why is it important to create a budget?
- How does assigning my income a "job" before I spend it change my behavior when I am faced with an unplanned or impulsive purchase?
- In what ways does the "cheapest" option sometimes become the most expensive choice over time due to low durability or poor reliability?
- Why is a 50 - 30 -20 approach an effective budgeting plan?
- Which of my current variable expenses provide the least amount of value, and how much could I save monthly by pulling those "levers"?
- What new technological approaches exist for budgeting?

Materials/Resources:
Knowledge Matters, Teacher Created Modules, YouTube, Schoology, computer/Ipad, NGPF

Vocabulary:

Budget	Needs	Discretionary Spending
Net Income	Wants	Obligation
Gross Income	Disposable Income	Emergency Fund
Cash Flow	Percentage-Based Budgeting	Liquidity
Pay Yourself	Debt	Sinking Fund
Unit Pricing	Repayment	Safety Net
Opportunity Cost	Interest	Financial Stability
Durability Comparison Shopping	Fixed Expenses	
Incentive, Total Cost of Ownership	Variable Expenses	

Assessments:
- Formative - theory and application
- Summative Assessments
- Simulation

Central York School District

Personal Finance

Grade Level: 9 - 12

Unit 7: Credit

Time: 3 weeks

Standards:

PA Academic Standards for Personal Finance:

- 17.3.9-12.J Analyze a housing decision, including comparing renting and buying, upfront and ongoing costs, and the process of obtaining a mortgage or a lease.
- 17.3.9-12.K Justify the purchase or lease of a vehicle and the alternatives considered (e.g., new versus used, total cost of ownership or use).
- 17.3.9-12.L Analyze the impact of paying sales, excise, and property taxes on financial decisions.
- 17.6.9-12.A Evaluate pathways to obtaining credit and what lenders look for in a borrower (e.g., character, capacity, capital, collateral).
- 17.6.9-12.B Describe how credit reports and scores are determined, used, and improved.
- 17.6.9-12.C Compare various forms of credit and how each is used (e.g., secured and unsecured loans, installment and revolving credit, service credit).
- 17.6.9-12.E Calculate the total cost of credit given a variety of situations (e.g., making minimum payments, paying fees, using alternative financial service providers).
- 17.6.9-12.F Describe the consequences of failing to repay debts and sources of debt management assistance.
- 17.6.9-12.G Evaluate various rights and laws related to credit and their impact on consumers.
- 17.5.9-12.H Analyze trends in financial fraud and strategies to avoid becoming a victim.
- 17.5.9-12.I Research the agencies individuals can contact and steps they can take to address financial fraud and scams, including identity theft.

Know:

- Housing Decisions.
- Transportation options.
- Fiscal responsibility
- Keys to credit and lending.
- Credit scores.
- Forms of credit.
- Consumer rights.
- Hidden costs of credit.
- Identity Theft.
- Proper Use of Credit Cards.
- Technology use.
- Financial Fraud.

Understanding/Key Learning:

- Housing decisions require comparing the long-term equity of buying versus the flexibility of renting.
- Choosing a vehicle involves justifying the Total Cost of Ownership—including insurance, fuel, and depreciation.
- Sales, excise, and property taxes reduce your purchasing power, meaning you must calculate these extra costs before committing to a major financial decision.
- A credit score is a numerical summary of your financial reliability that fluctuates based on your payment history.

- Responsible use of credit cards.
- The total cost of credit increases dramatically when you only make minimum payments, as interest compounds and fees accumulate over the life of the loan.
- Debt leads to severe consequences like asset repossession or damaged credit scores, requiring intervention through professional debt management or credit counseling.
- Federal laws and consumer rights protect you from predatory lending
- Trends in financial fraud and strategies to avoid becoming a victim.
- Steps people can take to address financial fraud and scams, including identity theft.
- Appropriate use of technology to guard ID.

Do:

- Analyzing housing decisions requires comparing the long-term equity of buying versus the flexibility of renting, while accounting for both upfront costs (down payments) and ongoing maintenance.
- Choosing a vehicle involves justifying the Total Cost of Ownership—including insurance, fuel, and depreciation—rather than simply looking at the monthly lease or purchase payment.
- Paying sales, excise, and property taxes reduces your purchasing power, meaning you must calculate these extra costs before committing to a major financial decision.
- Discuss credit scores as a numerical summary of your financial reliability that fluctuates based on your payment history and how much of your available credit you actually use.
- Explain that the cost of credit increases dramatically when you only make minimum payments, as interest compounds and fees accumulate over the life of the loan.
- Determine the responsible ways to utilize credit cards within your finances.
- Calculating the total cost of credit given a variety of situations (e.g., making minimum payments, paying fees, using alternative financial service providers).
- Investigate the federal laws and consumer rights protecting you from predatory lending and ensuring you have a fair process for disputing errors on your financial records.
- Brainstorm steps people can take to address financial fraud and scams, including identity theft.

Unit Essential Questions:

- How do I balance ownership against the total cost of lifestyle assets?
- What defines my "financial reputation" in the eyes of a lender?
- What is the true price of borrowing, and how do I manage the risks?
- What are the ways that you can avoid identity theft?

Lesson Essential Questions:

- How do upfront costs like down payments and security deposits compare to the long-term benefit of building home equity?
- Why is the Total Cost of Ownership (fuel, insurance, and depreciation) a more accurate measure of a vehicle's affordability than just the monthly payment?
- In what ways do sales, excise, and property taxes hidden within a transaction reduce your actual purchasing power?
- How does your payment history and credit utilization ratio directly influence the fluctuations in your credit score?
- What is the mathematical impact of compound interest on the total cost of a loan when a borrower only makes the minimum payments?
- What specific boundaries and habits define the responsible use of credit cards to ensure they remain a tool rather than a debt trap?
- How does the total cost of credit vary when using "alternative financial service providers" (like payday lenders) compared to traditional bank loans?
- Which federal laws provide the strongest protections against predatory lending and allow consumers to dispute errors on their credit reports?

- What are the immediate, high-priority steps a person should take if they become a victim of identity theft or financial fraud?
- How can a consumer distinguish between a legitimate financial opportunity and a scam designed to exploit their personal information?

Materials/Resources:
Knowledge Matters, Teacher Created Modules, YouTube, Schoology, computer/iPad, NGPF

Vocabulary:

Equity
Down Payment
Security Deposit
Lease
Mortgage
Upfront Costs
Ongoing Maintenance
Depreciation
Total Cost of Ownership
Asset Appreciation
Purchasing Power
Sales Tax
Excise Tax
Property Tax
Tax Liability
Net Cost
Credit Score
Credit Report
Payment History
Credit Utilization
Lender
Borrower
Creditworthiness
Compound Interest
Minimum Payment
Interest Rate
Financial Service Providers
Payday Loan Fees
Debt Trap
Predatory Lending
Consumer Rights
Identity Theft
Financial Fraud
Dispute Process
Scam Verification

Assessments:
- Formative - theory and application
- Summative Assessments
- Simulation

Central York School District

Personal Finance

Grade Level: 9 - 12

Unit 8: Insurance

Time: 1 week

Standards:
PA Academic Standards for Personal Finance: • 17.1.9-12.J Explain the financial implications of wills, powers of attorney, and naming beneficiaries for various accounts. • 17.5.9-12.C Formulate insurance recommendations based on individual needs, situations, and preferences, including but not limited to automotive, homeowners, renters, health, life, and disability, as justified. • 17.5.9-12.D Use information from various sources to compare insurance providers, plans, and prices. • 17.5.9-12.E Formulate a process of comparing insurance products, determining out-of-pocket costs, and filing claims. • 17.5.9-12.F Describe circumstances in which a person may be required to show proof of insurance or obtain a minimum amount of coverage. • 17.5.9-12.G Evaluate the impact of public insurance programs for individuals facing financial hardship (e.g., Medicare, Medicaid, and unemployment).
Know:
• A will is a legal roadmap for my assets after one passes away. • Power of Attorney (POA) gives a person of trust legal authority • Beneficiaries on retirement accounts and life insurance policies create a "contractual transfer." • Car insurance is often legally mandated to ensure one can pay for damages caused to others. • "Liability" covers the other person. • "Collision" or "comprehensive" coverage for our own property. • The premium is the recurring cost of the policy. Paying the full amount upfront often secures a lower total price than monthly installments. • Homeowners Insurance: This covers the physical structure, personal property, and liability. • Term life provides affordable protection for a set number of years, whereas whole life offers permanent coverage and a savings component. • Health coverage involves a mix of premiums, co-pays, and coinsurance, all capped by a yearly out-of-pocket maximum.
Understanding/Key Learning:
• Financial planning includes protecting both people and assets through legal documents and insurance. Individuals use tools such as wills, powers of attorney, beneficiary designations, and various insurance policies to prepare for unexpected events, protect loved ones, and ensure financial security. • Insurance is a balance between cost, risk, and protection. Selecting insurance requires evaluating premiums, deductibles, coverage limits, and policy types to manage financial risk while meeting legal requirements and personal needs. • Legal and financial decisions made today have long-term consequences for individuals and families. Creating estate plans, choosing beneficiaries, maintaining appropriate insurance coverage, and selecting policy options help reduce financial hardship, simplify the transfer of assets, and provide peace of mind. • Informed consumers compare options and fulfill their responsibilities to maximize financial protection. Effective financial decision-making involves analyzing policy features, understanding contractual obligations,

maintaining required coverage, documenting claims accurately, and choosing products that align with personal goals and financial circumstances.

Do:

- Draft a legal will to direct the distribution of assets and name guardians for minors after death.
- Appoint a trusted person through a power of attorney to manage financial and medical decisions during incapacitation.
- Assign specific beneficiaries to accounts to allow for a direct transfer of funds that bypasses the probate process.
- Maintain the required amount of auto liability coverage to fulfill legal obligations and protect against financial loss from accidents.
- Select a deductible amount that aligns with available emergency savings to cover initial out-of-pocket expenses.
- Evaluate various insurance premium payment schedules to minimize extra processing fees or secure upfront discounts.
- Compare term and whole life insurance options to determine which policy structure best fits long-term financial goals.
- Obtain a homeowners policy that satisfies lender requirements while protecting the physical dwelling and personal belongings.
- Analyze health insurance plans by calculating the total cost of premiums, co-pays, and the annual out-of-pocket maximum.
- Follow all policy conditions and provide necessary documentation when filing a claim to ensure a successful reimbursement.

Unit Essential Questions:

- How do wills and powers of attorney protect an individual's medical and financial interests during and after their life?
- Which types of insurance coverage are required by law or by lenders to protect high-value assets like homes and vehicles?

Lesson Essential Questions:

- How do wills and powers of attorney protect an individual's medical and financial interests during and after their life?
- How do beneficiary designations on accounts allow for the efficient transfer of wealth to chosen heirs while bypassing court processes?
- What factors determine the best balance between recurring premium payments and the potential cost of an out-of-pocket deductible?
- Which types of insurance coverage are required by law or by lenders to protect autos?
- Which types of insurance coverage are required by law or by lenders to protect homes and property?
- What specific process must be followed to file a successful insurance claim or access public programs during times of financial hardship?

Materials/Resources:
Knowledge Matters, Teacher Created Modules, YouTube, Schoology, computer/iPad, NGPF

Vocabulary:

Will	Risk	Risk Management
Executor	Insurance Premium	Coverage
Beneficiary	Deductible	Comprehensive Coverage
Power of Attorney	Policy	Uninsured Motorist
Asset	Coverage	Homeowners Insurance
Estate	Liability	Renters Insurance

Appraisal
Actual Cash Value
Replacement Cost
Liability
Health Insurance
Co-pay
Coinsurance
Out-of-pocket
Maximum
Term Life Insurance
Whole Life Insurance
Cash Value
Disability Insurance
Claim
Insurance Agent
Medicare
Medicaid
Unemployment Insurance
Social Security
Public Safety Net
Proof of Insurance
Financial Hardship

Assessments:

- Formative - theory and application
- Summative Assessments
- Simulation