

**Department: Business Education**

**Course: Intro to Finance (3 Credit GCU Course Ahead)**

WEEK	Semester 1 Marking Periods 1&2/5&6	WEEK	Semester 2 Marking Periods 3&4/7&8
1/19	Unit 1: Basic Math Skills and Banking	10/28	Unit 6: Consumer Credit
2/20		11/29	
3/21	Unit 2: Basic Financial Literacy, Budgeting, and Business Statistics	12/30	Unit 7: Compound Interest and Present Value
4/22		13/31	
5/23	Unit 3: Trade Discounts and Being a Critical Consumer	14/32	Unit 8: Annuities and Sinking Funds; Investments; Retirement
6/24		15/33	
7/25	Unit 4: Markup and Markdown	16/34	Unit 9: Depreciation, Taxation, and Insurance
8/26		17/35	
9/27	Unit 5: Simple Interest and Simple Discount	18/36	Capstone Project/Benchmarks

<b>Time Frame</b>	<b>5 Blocks</b>
<b>Topic: Unit 1</b>	
Basic Skills Math Workshop: Equations/Algebraic Review/Percent's/Basic Intro to Financial Literacy/ Banking: Checking and Savings	
<b>Essential Questions</b>	
<p>How do you use math on a daily basis?</p> <p>How do people use math in their careers?</p> <p>How can mastering math concepts make your life easier?</p> <p>What is Financial Literacy and why is it important?</p> <p>How do you determine what type of bank account to open?</p> <p>What are the features that are important when shopping for a bank?</p> <p>What steps are necessary to make sure you have good financial health?</p> <p>What are the benefits of having a checking account? A savings account?</p>	
<b>Enduring Understandings</b>	
<p>Teacher lecture and notes</p> <p>Individual Practice</p> <p>Small group practice</p> <p>Graphs-both reading and creation</p> <p>On-line practice</p> <p>Worksheets</p> <p>In-Class Activities</p>	
<b>Alignment to NJSLs</b>	
<p>PFL.9.1.12.B.9; B.10; C.2; D.4; D.8; E.1</p> <p>PFL 9.3.12.FN.BNK.1; FN.BNK.4</p> <p>MA.8.8.EE.C.7</p> <p>MA.8.8.F.A.1</p> <p>TECH 8.1.12.B.CS1</p> <p>TECH 8.1.12.B.CS2</p> <p>TECH 8.1.12.B.2</p>	
<b>Key Concepts and Skills</b>	
<p>Solving equations involving Addition/subtraction/multiplication/division/proportions</p> <p>Use a problem solving approach to analyze and solve word problems</p> <p>Solve percent problems; percent increases and decreases and equivalents</p> <p>Discuss the various components of Financial Literacy.</p> <p>Compare the differences between personal and business financial literacy</p> <p>Discuss types of banks and the types of bank accounts offered</p> <p>Introduce basic bookkeeping by creating and maintaining a personal checking account</p> <p>Introduce Quickbooks Pro</p>	
<b>Learning Activities</b>	
<p>Virtual Business</p> <p>Current event relating to topic</p> <p>Video Tutor</p> <p>Modeling Activity-Personal Banking Project</p> <p>Real-World Application-Algebra in Real life</p> <p>Play Game-Quizlet, Kahoot, EdPuzzle</p> <p>Activity</p> <p>Group Project</p>	
<b>Assessments</b>	
Projects	

Chrome Book Activities Homework Online games such as EdPuzzle, Quizlet, and Kahoot Quiz Chapter Test							
<b>21<sup>st</sup> Century Skills</b>							
<b>x</b>	Creativity	<b>x</b>	Critical Thinking	<b>x</b>	Communication	<b>x</b>	Collaboration
<b>x</b>	Skills	<b>x</b>	Information Literacy	<b>x</b>	Media Literacy		
<b>Interdisciplinary Connections</b>							
English-writing skills; History-Historical significance of financial trends; Math-Computations							
<b>Technology Integration</b>							
Virtual Business Google Slide Presentations Online games Quickbooks Pro Stock Market Game							

<b>Time Frame</b>	<b>5 Blocks</b>
<b>Topic: Unit 2</b>	
Business Statistics/Budgeting	
<b>Essential Questions</b>	
How can you interpret data using various types of graphs? How can you analyze data using measures of central tendency, such as mean, median, mode, and range? How can you determine the frequency or a pattern in data? How can you calculate the standard deviation? What is a budget? What is necessary to create a budget?	
<b>Enduring Understandings</b>	
Teacher lecture and notes Current events relating to topic Individual Practice Small group practice Graphs-use data to create by hand and using technology On-line practice Worksheets In-Class Activities	
<b>Alignment to NJSLS</b>	
PFL 9.1.12.B.3; B.6; C.1; E.5, F.2; F.3 PFL 9.2.12. C.6;BM.1; FN.1; FN.12; IT.5; ST.2; ST.SM.4 PFL 9.3.12 TECH.8.1.12.A.4 TECH.8.1.12.A.5 MA.9-12.S-ID.A.1 MA.9-12.S-ID.A.2	

## Key Concepts and Skills

Interpret and draw a bar graph, line graph, and circle graph  
 Find the mean, median, and mode.  
 Make and interpret a frequency distribution  
 Find the mean of grouped data  
 Find the range and the standard deviation  
 Create a basic budget

## Learning Activities

Workshops 16-20 in Basic Skills unit of the textbook  
 Textbook Applications: M-U in back of book  
 Virtual Business  
 Current event relating to topic  
 Modeling Activity-Gather real-life data and create and imbed a graph into a Google Slide  
 Presentation about the topic  
 Play Game-Quizlet, Kahoot, EdPuzzle  
 Group Project-Class survey project

## Assessments

Projects  
 Chrome Book Activities  
 Quiz  
 Chapter Test

## 21<sup>st</sup> Century Skills

<b>x</b>	Creativity	<b>x</b>	Critical Thinking	<b>x</b>	Communication	<b>x</b>	Collaboration
<b>x</b>	Skills	<b>x</b>	Information Literacy	<b>x</b>	Media Literacy		

## Interdisciplinary Connections

English-writing skills; History-Historical significance of financial trends; Math-Computations

## Technology Integration

Virtual Business  
 Google Slide Presentations  
 Online games such as EdPuzzle, Quizlet, and Kahoot  
 Stock Market Game

<b>Time Frame</b>	<b>5 Blocks</b>
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## Topic: Unit 3

Chapter 14: Purchasing and Inventory/ Trade and Cash Discounts  
 Being a Critical Consumer

## Essential Questions

How do you think discounts might be important to companies?  
 How do you compute the trade discount, the net price, and the trade-discount rate?  
 How do you compute final net price after chain discounts?  
 How do you determine the difference between ordinary discounts and cash discounts?  
 How do you evaluate business practices and their impact on individuals as opposed to businesses?  
 How does consumer fraud, online scams, media affect individuals versus businesses?

## Enduring Understandings

Teacher lecture and notes  
 Current events relating to topic  
 Individual Practice

Small group practice  
 On-line practice  
 Worksheets  
 In-Class Activities  
 Chapter project-Small business real life application

**Alignment to NJCLS**

PFL.9.1.12.B.1, E.2, E.4  
 PFL 9.3.12 BM.MGT.2  
 MA.7.7.RP.A.3  
 TECH.8.1.12.E.CS4

**Key Concepts and Skills**

Compute the trade discount, the net price, and the trade-discount rate.  
 Calculate the net price using the complement method  
 Determine the final net price after chain discounts, or a series of trade discounts  
 Compute the cash price when the discount is based on ordinary dating.  
 Calculate the cash price when the discount is based on end-of-month dating.  
 Research the medias effect on consumer spending.  
 Analyze the multiple sources of information available when making financial decisions.

**Learning Activities**

Virtual Business  
 Current event relating to topic  
 Modeling Activity-determining discounts for a business.  
 Project-spreadsheet activity  
 Stock market game- ongoing

**Assessments**

Projects  
 Chrome Book Activities  
 Quiz  
 Chapter Test

**21<sup>st</sup> Century Skills**

<b>x</b>	Creativity	<b>x</b>	Critical Thinking	<b>x</b>	Communication	<b>x</b>	Collaboration
<b>x</b>	Skills	<b>x</b>	Information Literacy	<b>x</b>	Media Literacy		

**Interdisciplinary Connections**

English-writing skills; History-Historical significance of financial trends; Math-Computations

**Technology Integration**

Virtual Business  
 Google Slide Presentations  
 Online games such as EdPuzzle, Quizlet, and Kahoot  
 Quickbooks Pro

**Time Frame** | **5 Blocks**

**Topic: Unit 4**

Chapter 15 Sales: Markup and Markdown

**Essential Questions**

How do you think businesses make money?  
 How do you compute markup in dollars?

How do you calculate the markup as a percent of the selling price?  
 How do you determine the net profit in dollars?  
 How do you find the net profit as a percent of the selling price?  
 How do you calculate the selling price of an item based on cost and markup rate based on selling price?  
 How do you calculate the markup rate based on cost?

### Enduring Understandings

Teacher lecture and notes  
 Current events relating to topic  
 Individual Practice  
 Small group practice  
 On-line practice  
 Worksheets  
 In-Class Activities  
 Chapter project-Small business real life application

### Alignment to NJSLs

PFL.9.1.12.B.1, E.7, E.8  
 PFL 9.3.12. BM.BIM 1; BIM 2; HR 2; OP 2  
 MA.7.7.RP.A.3  
 TECH.8.1.12.E.CS4

### Key Concepts and Skills

Compute the markup in dollars  
 Calculate the markup as a percent of the selling price  
 Determine the net profit in dollars  
 Calculate the net profit as a percent of the selling price  
 Calculate the selling price of an item based on cost and markup rate based on selling price  
 Calculate the markup rate based on cost  
 Calculate the markdown as a percent of selling price

### Learning Activities

Virtual Business  
 Current event relating to topic  
 Modeling Activity-determining markup and markdown for a business.  
 Project-Create presentation of a comparison of various markups and markdowns in real life businesses

### Assessments

Projects  
 Chrome Book Activities  
 Quiz  
 Chapter Test

### 21<sup>st</sup> Century Skills

x	Creativity	x	Critical Thinking	x	Communication	x	Collaboration
x	Skills	x	Information Literacy	x	Media Literacy		

### Interdisciplinary Connections

English-writing skills; History-Historical significance of financial trends; Math-Computations

### Technology Integration

Virtual Business

Google Slide Presentations  
 Online games such as EdPuzzle, Kahoot, and Quizlet  
 Quickbooks Pro

<b>Time Frame</b>	<b>5 Blocks</b>						
<b>Topic: Unit 5</b>							
Simple Interest and Simple Discount Savings							
<b>Essential Questions</b>							
How do you calculate simple interest? How do you find the maturity value of a loan? How do you find the principal, rate, or time using the simple interest formula? How does a savings account differ from a checking account? How do you compute the new balance of a savings account?							
<b>Enduring Understandings</b>							
Teacher lecture and notes Current events relating to topic Individual Practice Small group practice On-line practice Worksheets In-Class Activities Chapter project-Small business real life application							
<b>Alignment to NJSLs</b>							
PFL.9.1.12.B.1; B.2; B.8; C.2; C.7; D.12; E.6 MA.7.7.RP.A.3 TECH.8.1.12.E.CS4							
<b>Key Concepts and Skills</b>							
Find simple interest using the simple interest formula Find the maturity value of a loan Find the principal, rate, or time using the simple interest formula Find the bank discount and proceeds for a simple discount note.							
<b>Learning Activities</b>							
Virtual Business Current event relating to topic Modeling Activity-compare various simple interest loans with different maturity dates and interest rates using online calculators Project-spreadsheet activity							
<b>Assessments</b>							
Projects Chrome Book Activities Quiz Chapter Test							
<b>21<sup>st</sup> Century Skills</b>							
<b>x</b>	Creativity	<b>x</b>	Critical Thinking	<b>x</b>	Communication	<b>x</b>	Collaboration
<b>x</b>	Skills	<b>x</b>	Information Literacy	<b>x</b>	Media Literacy		

## Interdisciplinary Connections

English-writing skills; History-Historical significance of financial trends; Math-Computations

## Technology Integration

Virtual Business

Google Slide Presentations

Online games such as Kahoot, Quizlet, and EdPuzzle

Stock Market game-ongoing. Add short term interest bearing instruments to portfolio

Use sites such as Bankrate or Nerdwallet to research and calculate different scenerios.

**Time Frame**    **5 Blocks**

## Topic: Unit 6

Consumer Credit

Charge Accounts and Credit Cards/ Loans

## Essential Questions

What is the difference between open-end credit and closed-end credit?

How do you find the amount financed installment price and finance charge of a loan?

How do you determine the APR and the installment payment?

How do you calculate the finance charge, new balance, and average daily balance on a credit card?

How is interest calculated and applied to a mortgage?

What is a credit score? Credit counseling?

How does identity theft occur?

What is predatory lending practices?

What happens when a person files for bankruptcy?

## Enduring Understandings

Teacher lecture and notes

Current events relating to topic

Individual Practice

Small group practice

On-line investigation using Nerd Wallet or Bankrate

Worksheets

In-Class Activities

Chapter project-Create a credit card persuasive advertisement

## Alignment to NJSLs

PFL.9.1.12.C.1;C.3; C.4; C.5; C.6; C.8, E.9; E.10

PFL.9.2.12.C.9

MA.7.7.RP.A.3

TECH.8.1.12.E.CS4

## Key Concepts and Skills

Calculate the finance charge, new balance, payment and average daily balance on a credit card.

Calculate the finance charge, payment, and new balance on a closed-end loan, such as a car loan.

Apply for a mortgage and calculate payment and interest

Research how a credit score is calculated.

Identify the different types of credit counseling available in our area.

Learn how identity theft occurs.

Understand what predatory lending practices are.

Research the different types of bankruptcy and what happens when a person files for bankruptcy.

## Learning Activities

Virtual Business



Current event relating to topic  
 Video Tutor  
 Modeling Activity-Apply for a credit card  
 Project-Create a credit card advertisement  
 Play game-Quizlet, Kahoot, EdPuzzle  
 Group project

**Assessments**

Projects  
 Chrome Book Activities  
 Quiz  
 Chapter Test

**21<sup>st</sup> Century Skills**

<b>x</b>	Creativity	<b>x</b>	Critical Thinking	<b>x</b>	Communication	<b>x</b>	Collaboration
<b>x</b>	Skills	<b>x</b>	Information Literacy	<b>x</b>	Media Literacy		

**Interdisciplinary Connections**

English-writing skills; History-Historical significance of financial trends; Math-Computations

**Technology Integration**

Virtual Business  
 Google Slide Presentations  
 Online games  
 Stock market game-ongoing; add as asset with compounding  
 Use sites such as Bankrate or Nerdwallet to shop and compare credit card and loan options

<b>Time Frame</b>	<b>5 Blocks</b>
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**Topic: Unit 7**

Compound Interest and Present Value

**Essential Questions**

What is the difference between simple interest and compound interest?  
 How do you calculate compound interest?  
 How do you find the maturity value of a loan?  
 How do you find the principal, rate, or time using the compound interest formula?  
 What is the difference in the interest of a savings account between simple and compound interest?  
 How does compound interest help with your financial goals?  
 How does compounding change when calculated daily, weekly or monthly?

**Enduring Understandings**

Teacher lecture and notes  
 Current events relating to topic  
 Individual Practice  
 Small group practice  
 On-line practice  
 Worksheets  
 In-Class Activities  
 Chapter project-Small business real life application

**Alignment to NJSLs**

PFL.9.1.12. B.2; B.8; C.2; C.7; D.12; E.6  
 MA.7.7.RP.A.3  
 TECH.8.1.12.E.CS4

## Key Concepts and Skills

Find compound interest using a table.

Find compound interest using the compound interest formula

Find the effective interest rate.

Find the present value based on annual compounding.

## Learning Activities

Virtual Business

Current event relating to topic

Modeling Activity-compare various compound interest loans and savings accounts with different maturity dates and interest rates

Project-spreadsheet activity

Play game-Quizlet, Kahoot, EdPuzzle

Group project

## Assessments

Projects

Chrome Book Activities

Quiz

Chapter Test

## 21<sup>st</sup> Century Skills

x	Creativity	x	Critical Thinking	x	Communication	x	Collaboration
x	Skills	x	Information Literacy	x	Media Literacy		

## Interdisciplinary Connections

English-writing skills; History-Historical significance of financial trends; Math-Computations

## Technology Integration

Virtual Business

Google Slide Presentations

Online games such as Kahoot, Quizlet, and EdPuzzle

Stock Market game-ongoing. Add short term interest bearing instruments to portfolio

Use sites such as Bankrate or Nerdwallet to research and calculate different scenerios.

**Time Frame** | 5 Blocks

## Topic: Unit 8

Investments and Retirement; Annuities and Sinking Funds

## Essential Questions

What is an annuity and how is interest calculated on it?

What is a Sinking Fund?

What is a Certificate of Deposit and how is interest calculated on it?

How do you buy and sell stocks?

How do you determine the total cost of an investment?

What are mutual funds and how do they differ from stocks?

What are bonds? How do they differ from savings accounts?

What is an IRA?

## Enduring Understandings

Teacher lecture and notes

Current events relating to topic

Individual Practice

Small group practice

On-line practice  
 Worksheets  
 In-Class Activities  
 Chapter project-Small business real life application

**Alignment to NJSLs**

PFL.9.1.12. A.9; B.2; B.8; C.1; C.7; D.1; D.3; D.5; D.6; D.7; D.9; D.10; D.13 E.3; F.1; G.1  
 MA.7.7.RP.A.3  
 TECH.8.1.12.E.CS4

**Key Concepts and Skills**

Find the value of an ordinary annuity using the simple interest formula method  
 Find the future value of a retirement plan annuity  
 Find the sinking fund payment or the present value of an annuity  
 Use tables or a formula to compute interest on certificates of deposit  
 Determine the annual percentage yield  
 Calculate the profit or loss from a stock sale  
 Compute the annual yield and annual dividend of a stock investment  
 Compute the charges, number of shares purchased, and profit and loss when you sell a mutual fund  
 Compute the annual interest and annual yield of a bond

**Learning Activities**

Virtual Business  
 Current event relating to topic  
 Modeling Activity-create a retirement portfolio that includes an annuity, an IRA, a mutual fund and a variety of savings and other investments already discussed. Use online sites such as Morningstar to compare.  
 Project-spreadsheet activity  
 Stock market game- students will present their results and compare methodology  
 Play game-Quizlet, Kahoot, EdPuzzle  
 Group project

**Assessments**

Projects  
 Chrome Book Activities  
 Quiz  
 Chapter Test

**21<sup>st</sup> Century Skills**

<b>x</b>	Creativity	<b>x</b>	Critical Thinking	<b>x</b>	Communication	<b>x</b>	Collaboration
<b>x</b>	Skills	<b>x</b>	Information Literacy	<b>x</b>	Media Literacy		

**Interdisciplinary Connections**

English-writing skills; History-Historical significance of financial trends; Math-Computations

**Technology Integration**

Virtual Business  
 Google Slide Presentations  
 Online games such as Kahoot, Quizlet, and EdPuzzle  
 Stock Market game-ongoing; Add some retirement funds to the mix  
 Use sites such as Morningstar to research different investments

<b>Time Frame</b>	<b>5 Blocks</b>
<b>Topic: Unit 9</b>	
Depreciation, Taxation, and Insurance	
<b>Essential Questions</b>	
<p>What is depreciation?</p> <p>How do you depreciate an asset using the straight-line method, units-of-production method, sum-of-the-years'-digits method, and declining-balance method?</p> <p>How do you prepare a depreciation schedule using MACRS?</p> <p>What are taxes and why do we pay them?</p> <p>How do you calculate withholding amounts for federal and state income tax?</p> <p>How do you compute the amount for Social Security and Medicare taxes?</p> <p>How do you calculate the net pay per period?</p> <p>What is insurance? Why is it important?</p> <p>Compare the different types of insurance: Health, homeowners, and life.</p>	
<b>Enduring Understandings</b>	
<p>Teacher lecture and notes</p> <p>Current events relating to topic</p> <p>Individual Practice</p> <p>Small group practice</p> <p>On-line practice</p> <p>Worksheets</p> <p>In-Class Activities</p> <p>Chapter project-Small business real life application</p>	
<b>Alignment to NJSLs</b>	
<p>PFL.9.1.12. A.1; A.10; A.12; B.7; B.8; C.2; C.7; D.12; G.2; G.3; G.5</p> <p>MA.7.7.RP.A.3</p> <p>TECH.8.1.12.E.CS4</p>	
<b>Key Concepts and Skills</b>	
<p>Calculate and compare different depreciation methods</p> <p>Calculate taxes on a straight percent basis and on a graduated income basis</p> <p>Determine taxes using a table and also and also by calculating using percentages</p> <p>Compute health insurance premiums</p> <p>Calculate the amount the patient pays for health insurance</p> <p>Use tables to determine life insurance premiums</p>	
<b>Learning Activities</b>	
<p>Virtual Business</p> <p>Current event relating to topic</p> <p>Modeling Activity-Students will calculate various paychecks on PAYCHECK city website</p> <p>Students will create a company payroll check using Quickbooks Pro</p> <p>Students will compare insurance using online tools</p> <p>Project-spreadsheet activity</p> <p>Play game-Quizlet, Kahoot, EdPuzzle</p> <p>Group project</p>	
<b>Assessments</b>	
<p>Projects</p> <p>Chrome Book Activities</p> <p>Quiz</p> <p>Chapter Test</p>	

## 21<sup>st</sup> Century Skills

x	Creativity	x	Critical Thinking	x	Communication	x	Collaboration
x	Skills	x	Information Literacy	x	Media Literacy		

### Interdisciplinary Connections

English-writing skills; History-Historical significance of financial trends; Math-Computations

### Technology Integration

Virtual Business  
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Online games such as Kahoot, Quizlet, and EdPuzzle  
Stock Market game-ongoing.  
Quickbooks Pro