



Pearson

## **Economics/Personal Finance**

### **Semester A Summary:**

Economics provides an introduction to the concepts of both macro- and microeconomics. Students explore topics such as scarcity, opportunity cost, and supply and demand. The course provides an overview of the free market and centrally planned economies, as well as how government influences economics. Students will also explore business and labor, money, banking, and finance. Economics introduces students to economic growth, development, and challenges in both the U.S. and the global economies.

### **Semester A Outline**

#### **1. Course Overview**

1. Economics Course Overview

#### **2. Introduction to Economics**

1. Economics Introduction
2. Scarce Resources and Opportunity Cost
  - In this section, you will explain why limited productive resources and unlimited wants result in scarcity, opportunity costs, and tradeoffs for individuals, businesses and government. Additionally, you will explain how consumers and producers confront the condition of scarcity, by making choices that involve opportunity costs and tradeoffs.
3. Applying Scarcity and Opportunity Cost
  - In this section, you will apply the concept of scarcity and opportunity cost when making economic decisions.
4. Applying Scarcity and Opportunity Cost Discussion
5. Production Possibilities Curve
  - In this section, you will explain the concept of scarcity, opportunity cost, tradeoffs, unemployment, and growth using a production possibilities curve.
6. The Three Economic Questions
  - In this section, you will identify the three economic questions and compare and contrast how the various economic systems (traditional, market, command, and mixed) try to answer these questions.
7. U.S. Free Enterprise System
  - In this section, you will explain the benefits of the U.S. free enterprise system, including individual freedom of consumers and producers, variety of goods, responsive prices, investment opportunities and the creation of wealth.
8. The Role of Government in the Economy

- In this section, you will explain why the government provides public goods and services, resolves market failures, and their role in addressing externalities.

9. Introduction to Economics Apply
10. Introduction to Economics Review
11. Introduction to Economics Unit Test

### 3. **How Markets Work**

1. How Markets Work Introduction
2. Circular Flow Diagrams
  - In this section you will illustrate and interpret a circular flow diagram that includes the product market, resource (factor) market, households and firms.
3. Law of Demand
  - In this section, you will explain the law of demand and elasticity of demand by identifying factors that affect the elasticity.
  - In this section you will identify the determinants of demand (e.g., changes in related goods, income, consumer expectations, preferences/tastes, and number of consumers) and analyze the impact they have on the demand curve.
4. Law of Supply
  - In this section you will explain the law of supply and elasticity of supply.
5. Production Costs of a Firm
  - In this section you will analyze the production cost of a firm and how it impacts the business and consumer.
6. Determinants of Supply
  - In this section you will identify the determinants (shifters) of supply (e.g., changes in cost of productive resources, government regulations, number of sellers, producer expectations, technology, and education) and analyze the effect they have on supply.
7. Market Equilibrium
  - In this section you will demonstrate how supply and demand determine equilibrium price and quantity and how changes in supply and demand influence equilibrium price and quantity.
8. Price Ceilings and Floors
  - In this section you will analyze the impact of price ceilings and price floors on the quantity of a good or service supplied and demanded in a market.
9. The Role of Price in a Free Market
  - In this section you will describe the role of price in a free market.
  - In this section, you will describe how workers, savers, investors, and citizens respond to incentives.
10. Market Structures
  - In this section you will compare and contrast the characteristics of the four market structures (e.g., monopoly, oligopoly, monopolistic competition, and perfect competition)
11. U.S. Laws that Promote Competition
  - In this section you will identify laws and regulations adopted in the U.S. to promote competition among firms and explain the costs and benefits of government regulations on competition.
12. How Markets Work Apply

- 13.How Markets Work Review
- 14.How Markets Work Unit Test

#### 4. **Business and Labor**

- 1. Business and Labor Introduction
- 2. Sole Proprietorships
  - In this section, you will explain the characteristics of sole proprietorship and analyze the advantages and disadvantages of organizing a business as a sole proprietorship.
- 3. Partnerships
  - In this section you will explain the characteristics of partnerships and analyze the advantages and disadvantages of partnerships.
- 4. Corporations
  - In this section, you will explain the characteristics of corporations and analyze the advantages and disadvantages of incorporation.
- 5. Three Forms of Business Organization
  - In this section you will compare and contrast three forms of business organization - sole proprietorship, partnership, and corporation with regard to number of owners, liability, lifespan, decision-making, and taxation.
- 6. Franchises and Nonprofit Organizations
  - In this section you will describe the role of franchises and nonprofit organizations in market economies.
- 7. The Labor Market
  - In this section you will explain labor markets, how they work, and their impact on the United States' economy.
- 8. Supply and Demand of Labor
  - In this section you will explain how supply of and demand for labor affect wages and understand the connection between wages and skill levels.
- 9. Role of Labor Unions
  - In this section you will describe the role of labor unions in market economies and summarize the history of labor unions and methods of contract negotiation by labor and management.
- 10.Investments in Human Capital
  - In this section you will critique how investments in human capital (e.g., education, job training, and healthcare) increase economic growth and standards of living.
- 11.Business and Labor Portfolio 1
- 12.Business and Labor Portfolio 2
- 13.Business and Labor Review
- 14.Business and Labor Unit Test

#### 5. **Banking and Finance**

- 1. Banking and Finance Introduction
- 2. Properties of Money
  - In this section you will identify the characteristics and uses of money and analyze sources of money's value.
- 3. Banking in the U.S. Before 1900
  - In this section you will identify the shifts between centralized and decentralized banking before the Civil War and describe how the banking system was stabilized in the late 1800s.
- 4. U.S. Banking in the 20th Century

- In this section you will identify developments in banking during the twentieth century and explain functions of different types of financial institutions.
  - In this section, you will evaluate services and related costs associated with personal banking.
  - In this section, you will demonstrate knowledge of banking transactions by differentiating among types of electronic monetary transactions.
5. The Free Enterprise System
    - In this section you will identify trade-offs among risk, liquidity, and return and analyze how investing contributes to the free enterprise system.
  6. Bonds and Financial Assets
    - In this section you will identify and describe characteristics of different types of bonds and financial assets.
  7. Financial Markets Channeling Funds
    - In this section you will identify the connections between capital, stock markets, banks, and the economy to explain how financial markets channel funds from savers to investors.
  8. Banking and Finance Apply
  9. Banking and Finance Review
  10. Banking and Finance Unit Test
- 6. Economic Performance**
1. Economic Performance Introduction
  2. Gross Domestic Product
    - In this section you will define Gross Domestic Product and factors that influence it and explain how gross domestic product is calculated.
  3. Stages of the Business Cycle
    - In this section you will describe stages of the business cycle and analyze the impact of events, such as wars, industrialization, and technological developments on the business cycle.
  4. Change in Gross Domestic Product
    - In this section you will measure and analyze economic growth in terms of percentage changes in Real Gross Domestic Product over time.
  5. Impact of Unemployment
    - In this section you will explain the different types of unemployment and determine how unemployment impacts economic conditions in the United States.
  6. Causes and Impact of Inflation
    - In this section you will define and calculate inflation and explain the causes and impacts of inflation.
  7. Poverty and Resource Distribution
    - In this section you will identify measures of poverty and analyze how resource distribution affects poverty.
  8. Technology and Economic Growth
    - In this section you will explain the effects of advancements in technology and training on economic growth on the standards of living.
  9. Economic Performance Apply
  10. Economic Performance Review
  11. Economic Performance Unit Test
- 7. Government and the Economy**
1. Government and the Economy Introduction

2. Types of Taxes
  - In this section, you will identify different types of taxes and compare and contrast different types of taxes including who pays them.
  - In this section, you will identify how tax structures affect consumers, producers, and business owners differently.
3. Spending of Taxes
  - In this section you will examine how money collected from taxes is spent by federal, state, and local government.
4. Fiscal Policy
  - In this section you will define fiscal policy and describe the categories of revenues and expenditures in the U.S. federal budget and their respective proportions of federal budget.
5. National Debt and the Federal Budget
  - In this section you will identify the relationship between the national debt and the federal budget (e.g, balanced, surplus, deficit) and examine the federal budget and its implications on the economy.
6. Basics of the Federal Reserve
  - In this section you will explain the structure, function, and role of the Federal Reserve.
7. Feds System Tools and Monetary Policy
  - In this section you will explain and analyze the tools used by the Federal Reserve System to implement U.S. monetary policy including reserve requirements, the discount rate and the federal funds rate target, and open-market operations.
  - In this section you will analyze how the Federal Reserve uses monetary policy to promote price stability, full employment, and economic growth.
8. Government and the Economy Apply 1
9. Government and the Economy Apply 2
10. Government and the Economy Review
11. Government and the Economy Unit Test

## 8. **The Global Economy**

1. The Global Economy Introduction
2. Comparative and Absolute Advantage
  - In *this* section you will distinguish between absolute advantage and comparative advantage and analyze the role of comparative advantage to explain why goods and services are produced in one nation or locale versus another.
3. Trade Barriers
  - In this section you will define trade barriers such as tariffs, quotas, embargoes, standards, and subsidies and explain the causes, benefits, and consequences of trade barriers on consumers and producers.
4. Multinational Organizations
  - In this section you will analyze multinational entities (e.g., NAFTA, European Union, APEC) in economic and social terms.
5. Multinational Organizations Discussion
6. Exchange Rate and Purchasing Power
  - In this section you will explain how changes in exchange rates can have an impact on the purchasing power of groups in the United States and in other countries.

7. Developed and Less Developed Nations
  - In this section you will identify tools used to measure levels of development and describe the characteristic of developed nations and less developed countries.
8. Role of Investments
  - In this section you will explain the role investment plays in development and identify the purpose of foreign aid.
9. Globalization Trends
  - In this section you will explain how current globalization trends and policies affect labor markets, resource, and income distribution in different nations.
- 10.Arguments on Free Trade Portfolio
  - In this section you will evaluate the arguments for and against free trade.
- 11.The Global Economy Apply
- 12.The Global Economy Review
- 13.The Global Economy Unit Test

## 9. Economics Semester Exam

1. Economics Semester Online Practice
2. Economics Semester Exam

### **Semester B Summary:**

Personal Finance prepares students for making sound financial decisions through real-world applications. Topics include financial and career planning, banking, credit, and debt. Students will also learn about savings and investments programs and will begin to evaluate stocks, bonds, mutual funds, and real estate. Personal Finance provides students with the basics to protecting finances, exploring concepts such as tax strategies, insurance, retirement, and estate planning. Finally, students receive an overview of financial option for continuing education.

### **Semester B Outline**

1. **Course Overview**
  1. Personal Finance Course Overview
2. **Earning and Spending**
  1. Earning and Spending Introduction
  2. Personal Finance
    - In this section, you will define personal financial literacy and explain why personal financial literacy is important.
    - In this section, you will identify factors that shape personal financial decisions.
    - In this section, you will investigate the effects of government actions and economic conditions on personal financial planning.
3. Spending Decisions and Behaviors
  - In this section, you will discover how money is spent, the difference between spending needs vs. spending wants, how much to spend vs. to save, and how to develop SMART financial goals that are Specific, Measurable, Attainable, Realistic and Time based.
  - In this lesson, you will be able to explain that choices often have long-term unintended consequences.
  - In this section, you will develop consumer skills by demonstrating comparison-shopping skills.

4. Bank and Income Statements
  - In this section, you will review the information on a bank statement and then consider how this information can be corroborated with receipts and personal records of deposits, withdrawals, and transfers to ensure accuracy.
  - In this section, you will evaluate and develop an income statement and balance sheet.
  - In this section, you will develop a budget that incorporates short, medium, and long-term financial goals and evaluate the impact of unplanned spending.
5. Earning and Spending Apply
6. Earning and Spending Review
7. Earning and Spending Unit Test
3. **Consumption and Benefits**
  1. Consumption and Benefits Introduction
  2. Gross and Net Income
    - In this section, you will differentiate between gross and net income and identify mandatory vs. voluntary deductions on a paycheck.
    - In this section, you will show knowledge of earning and reporting by completing a standard W-4 form.
  3. Employment Benefits and Deductions
    - In this section, you will identify benefits such as health insurance contributions, retirement accounts, sick leave, vacation pay, flexible spending accounts, health savings accounts, workers' compensation, life insurance, and disability insurance.
    - In this section, you will identify taxes that are deducted from paychecks, including Federal Insurance Contributions Act (FICA) and federal income taxes, and calculate gross and net pay using information on a paycheck.
  4. Benefits of Owning v. Renting
    - In this section, you will analyze costs and benefits of owning versus renting housing and owning versus leasing a vehicle.
    - In this section, you will compare total costs of alternative methods of payment such as rent-to-own, store credit, installment agreements, cash, bank credit card and debit card. You will also apply strategies for making informed decisions about purchasing consumer goods.
    - In this section, you will describe the process of renting housing and the process of purchasing a home.
    - In this section, you will learn how to calculate the cost of utilities, services, maintenance, and other housing expenses.
  5. Consumption and Benefits Apply
  6. Consumption and Benefits Review
  7. Consumption and Benefits Unit Test
4. **Savings and Investing**
  1. Savings and Investing Introduction
  2. Types of Savings Strategies
    - In this section, you will describe the role of savings in promoting financial security.
    - In this section, you will develop short-term, intermediate, and long-term savings strategies to achieve a goal, such as establishing and maintaining an emergency fund.

3. Role of Financial Institutions
    - In this section, you will explain the tax benefits of charitable contributions.
    - In this section, you will discuss the role of financial institutions and markets in savings and investing and demonstrate the impact of compound growth over time.
  4. Savings Options and Investment Risks
    - In this section, you will evaluate the costs and benefits of various savings options such as bank savings accounts, certificates of deposit, and money market mutual funds.
    - In this section, you will evaluate risk and return of various investment options, including stocks, bonds, and mutual funds.
  5. Costs of Retirement
    - Identify costs of retirement such as living expenses, health care expenses, and long-term care expenses, including sources of income during retirement such as Social Security, individual savings, and employer-sponsored plans.
  6. Savings and Investing Apply
  7. Savings and Investing Review
  8. Savings and Investing Unit Test
- 5. Credit and Borrowing**
1. Credit and Borrowing Introduction
  2. Types of Creditors and Credits
    - In this section, you will compare sources of credit such as banks, merchants, peer-to-peer, payday loans, and title loans.
    - In this lesson, you will compare types of credit, including revolving and installment credit and collateralized (secured) loans versus unsecured loans or credit.
  3. Credit Decisions
    - In this section, you will evaluate the impact of credit decisions on monthly budget, income statement, and net worth statement.
    - In this section, you will discuss how character, capacity, and collateral can adversely or positively impact an individual's credit rating and the ability to obtain credit.
  4. Credit Scores and Monitoring
    - In this section, you will describe how to access and interpret a sample credit report and score.
    - In this section, you will describe the importance of monitoring credit reports regularly and addressing mistakes.
  5. Factors and Impacts of Bankruptcy
    - In this section, you will identify factors that could lead to bankruptcy such as medical expenses, job loss, divorce, or a failed business.
    - In this section, you will appraise the impact of borrowing decisions on credit score, including consequences of poor credit management and bankruptcy.
  6. Costs of Borrowing Money
    - In this section, you will examine the components of the cost of borrowing, including annual percentage rate (APR), fixed versus variable interest, length of term, grace period, and additional fees, such as late payment, cash advance, and prepayment penalties.
  7. Strategies to Reduce Borrowing



- Explain strategies to reduce the total cost of borrowing, such as making a higher down payment and additional principal payments.
- In this section, you will differentiate between the use and cost of debit and credit cards.

8. Credit and Borrowing Apply

9. Credit and Borrowing Review

10. Credit and Borrowing Unit Test

## 6. Financial Risks

1. Financial Risks Introduction

2. Financial Risks

- In this section, you will identify risk as potential loss of assets or earning potential.
- In this section, you will apply risk management strategies, including avoiding, reducing, retaining and transferring risk.

3. Insurance Costs

- In this section, you will define insurance terminology, including premiums, deductibles, co-pays, and policy limits.
- In this section, you will explain the costs and benefits of different types and sources of health insurance such as individual health plans, employer-provided health plans, and government-provided health plans.

4. Disability, Life, and Property Insurance

- In this section, you will explain the costs and benefits of disability and long-term care insurance.
- In this section, you will explain the costs and benefits of life insurance, including term insurance and whole life insurance.
- In this section, you will explain the costs and benefits of property insurance, including homeowner's and renter's insurance.

5. Automobile and Supplemental Insurance

- In this section, you will explain the costs and benefits of automobile insurance and factors that impact the price of insurance, including the type of vehicle, age and sex of the driver, driving record, deductible, and geographic location.
- In this section, you will learn about the costs and benefits of supplemental types of insurance such as extended warranties, mortgage protection life insurance, accidental death and dismemberment life insurance, car loan payoff coverage, debt cancellation coverage, and credit life coverage.

6. Identity Theft

- In this section, you will identify ways to protect personal information and reduce risk of identity theft.
- In this section, you will learn about some of the more common scams and how to avoid them. Scams can come in many forms, including e-mails, phone calls, or even a stranger knocking on your door. It is important to not only protect yourself but to be able to help your friends and family know when they are being scammed.
- In this lesson, you will come to understand how to use consumer protection agencies such as the Better Business Bureau or the Consumer Financial Protection Board to research and report fraud.
- In this section, you will examine precautions for protecting identity and other personal information.

7. Financial Risks Apply
8. Financial Risks Review
9. Financial Risks Unit Test

## 7. **Continuing Education**

1. Continuing Education Introduction
2. Education and Training Costs
  - In this section, you will review information on the costs associated with college, postsecondary education, and technical and trade schools.
  - In this section, you will review information on what it costs to attend college, to get a postsecondary education, and to receive training. There are many options when it comes to continuing your education after high school. For anyone considering any of these options, it is very important to understand the costs.
3. Educational Investment
  - In this section, you will analyze the relationship between education and training and earnings.
  - In this section, you will review and analyze the quality of education investment using measures such as academic reputation, selectivity and rigor in a chosen area of study, average starting salary of students graduating in chosen field, and likelihood of student graduation.
4. Financial Aid Process
  - In this section, you will review information on how and when to complete grant and scholarship applications and the Free Application for Federal Student Aid provided by the U.S. Department of Education.
  - In this section, you will review the information on the various sources of funds for postsecondary education, including student loans, grants and scholarships, and other sources such as work-study and military programs.
5. Pros & Cons of Funding Sources
  - In this section, you will review the advantages and disadvantages of various sources of funds for postsecondary education and training, including student loans, grants, and scholarships, and other sources such as federal work-study and military programs.
6. Continuing Education Apply
7. Continuing Education Review
8. Continuing Education Unit Test

## 8. **Semester Exam**

1. Personal Finance Semester Review
2. Personal Finance Semester Exam