Keys to Financial Success 5.0
Scope and Sequence
1 Credit Course (Full Semester)

Theme 1: Goals and Decision-Making				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 1.1	Unlock Your Financial Future	45 minutes	In this introductory activity, students work together in groups to estimate the answer to a series of ten questions about economics and personal finance statistics. After answers are revealed, students are presented with additional information about the topic.	• Credit • Income • Interest • Savings • Spending
Lesson 1.2	The Economic Way of Thinking	45-60 minutes	In this lesson, students continue to apply the economic way of thinking to situations that they may have observed or experienced in their lives.	• Economic reasoning • Economic way of thinking
Lesson 1.3	Decision Making	45-60 minutes	In this lesson, students continue to learn that everyone must make decisions due to scarce resources. Students apply the five-step decision-making model and use the decision-making grid to solve a variety of problems. They better understand how the use of the decision-making model can help them make informed decisions.	• Decision-making • Scarcity
Lesson 1.4	Financial Values and Goals	45 minutes	In this lesson, students learn the importance of financial values and financial goals. They begin the lesson by learning their unique financial values. They then watch a video about financial goals and practice setting goals. Students then choose goals that are important to their own lives and develop an action plan to achieve their financial goals.	• Financial values • Financial goals • Savings
Lesson 1.5	Understanding Cognitive Biases	60 minutes	In this lesson, students learn about cognitive biases and how they can affect decision-making. Students participate in a series of behavioral economics experiments to understand the anchoring effect, the conjunction fallacy, and the relativity trap. Then,	• Anchoring Effect • Cognitive Biases • Conjunction Fallacy • Decision-making

			students have a discussion of how cognitive biases affect personal finance decisions. The lesson culminates in students creating public service announcement (PSA) posters explaining other cognitive biases and how they affect personal finance decisions.	• Relativity Trap

Theme 2: Careers and Planning				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 2.1	Planning for Your Career	60-90 minutes	In this lesson, students examine their interests, skills, talents, and personality traits that were identified through the completion of different inventories and apply this knowledge and understanding of themselves to determine if their initial career interests align.	• Careers • Multiple Intelligences
Lesson 2.2	Entrepreneurship: Problem First, Business Second	60 minutes	In this lesson, students determine “what bugs them” and create a potential entrepreneurial solution to that problem. The activity encourages the students to be innovative and solve society’s current problems.	• Entrepreneurs • Entrepreneurship • Entrepreneurial Process
Lesson 2.3	Investing in Yourself	60-90 minutes	In this lesson, students perform calculations—with half the class given information to make the task easier—to demonstrate the importance of human capital in increasing a person’s productivity. They then consider the role human capital plays in explaining jobs' wages.	• Human Capital • Income • Productivity • Wages
Lesson 2.4	What Else is Out There and How Would I Find it?	60 minutes	In this lesson, students work individually to research specific careers and their associated entry-level wages and required education and training.	• Careers • Income
Lesson 2.5	Dreams and Plans	60-90 minutes	In this lesson, the students make a final career choice by problem solving and using a decision-making grid after they have researched their initial career choices.	• Careers • Decision-Making
Lesson 2.6 (Optional)	Opportunity Occupations and the Occupational Mobility Explorer	45 minutes	In this lesson, students consider the skills that employers want employees to possess, learn about the Occupational Mobility Explorer through a card-sort activity, and watch a video about opportunity occupations.	• Opportunity Occupations
Lesson 2.7 (Optional)	So You Want to Be an Influencer?	60 minutes	In this lesson, students use their knowledge of social media and influencer marketing to answer the question of whether or not to explore influencer marketing as a career. Students will determine what criteria go into making this decision, and then some student volunteers will use a tag-team debate style to debate the question. All students will use the PACED decision-making model to answer the question on their own.	• Decision-making • PACED • Opportunity Cost

Theme 3: Budgeting				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 3.1	Why Should I Have a Budget?	30-45 minutes	In this lesson, students are introduced to budgeting. They see how quickly their income can disappear without proper planning and thought. The students participate in and discuss what happens in a reader's theater.	• Budgeting • Spending
Lesson 3.2	Managing Your Money	60-75 minutes	In this lesson, students learn about the vocabulary and trade-offs associated with budgeting. First, they watch a video about Budgeting 101. Then, they recommend ways to adjust a budget to meet a particular savings goal.	• Fixed Expenses • Gross Income • Net Income • Periodic Expenses • Variable Expenses
Lesson 3.3	W is for Wages, W4, and W2	60-75 minutes	Students compute the gross pay for fictional John Dough given his hourly wage and the number of hours worked. They compare gross pay with net pay. They learn what FICA and federal income taxes are. They learn how to complete Form W-4 and about Form W-2. In the assessment, students re-read the information provided on a W-4 and provide a more easily understood explanation to a friend in an email.	• FICA tax • Forms W-2 and W-4 • Gross pay • Income • Income Tax • Net Pay • Taxes • Wages
Lesson 3.4	Reality Check: The Life You Can Afford	60-90 minutes	Reality Check: The Life You Can Afford is an interactive financial literacy simulation in which students are assigned a household scenario (career, income, family size, credit profile, and other factors) and must budget for real-world expenses by rotating through themed stations. Students confront realistic financial tradeoffs, unexpected events, and opportunity costs while attempting to balance a monthly budget.	• Budgeting • Fixed Expenses • Savings • Variable Expenses

Theme 4: Financial Institutions and Services				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 4.1	Financial Institutions	90 minutes	In this lesson, students explore financial institutions and the services they provide. Students begin by considering where they would go in different financial situations, then build their understanding through a reading and graphic organizer. They will sort financial services into categories and reflect on which are most relevant to them now and in the future. Students apply this knowledge by selecting appropriate financial services and evaluating their advantages and disadvantages. A short video and discussion extend this thinking by exploring why individuals may choose alternative financial services which often come with higher-cost or higher-risk options. The lesson concludes with a check for understanding that reinforces real-world decision-making.	• Bank • Check-cashing Store • Credit Union • Financial Institution • Financial Services • Payday Lender
Lesson 4.2	Cash the Check and Track the Dough	60-75 minutes	Students learn about checking accounts, savings accounts, and check-cashing services. They learn the components of a check and how to organize and enter information into a bank account register, balance a monthly account statement, and write a check. They also learn why maintaining account records is important.	• Check • Check-cashing Services • Checking Account • Direct Deposit • Electronic Payments • Overdraft • Savings Account
Lesson 4.3	Payment Methods	90 minutes	In this lesson, students explore a variety of payment methods and evaluate the tradeoffs associated with each option. Students apply factors such as convenience, budgeting impact, fraud protection, privacy, and spending habits to determine which payment methods may be most appropriate in different financial situations.	• Payment Methods • Tradeoffs
Lesson 4.4	Financial Technology (Fintech)	90 minutes	In this lesson, students explore financial technology	• Financial

			(Fintech) and how it is used to access financial services. Students begin by analyzing real-world news headlines to identify how technology is changing the way people manage and use money. They then participate in a digital scavenger hunt to identify common Fintech tools and connect them to different types of financial services. Through a “Would You Rather” activity, students evaluate the advantages and disadvantages of using Fintech and consider the tradeoffs between convenience, speed, and risk. The lesson concludes with a reflection activity in which students create a set of personal guidelines for using Fintech responsibly.	Technology (fintech) • Buy now, Pay later • P-2-P Payments • Robo-advisor

Theme 5: Saving and Investing				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 5.1	Spending and Saving	60-90 minutes	In this lesson, students examine the benefits and costs of spending and saving. Students learn how compound interest and the Rule of 72 makes savings grow and provides an incentive to save early.	• Compound interest • Opportunity cost • Rule of 72 • Rate of return • Saving
Lesson 5.2	Save, Invest, or Both?	90 minutes	In this lesson, students compare the characteristics of saving and investing while exploring the relationship between risk and return. Through financial scenarios, a compound interest activity, and a gallery walk, students examine common types of financial risk and evaluate how financial goals, risk tolerance, and time horizon influence saving and investing decisions.	• Diversification • Financial Goals • Financial Risk • Investing • Risk vs. Return • Risk tolerance • Saving • Time horizon
Lesson 5.3	Evaluating Investment Options	90 minutes	Students used the PACED decision-making model to investigate trade-offs involved in choosing an investment.	• Costs • Liquidity • PACED • Rate of return • Risk
Lesson 5.4	Creating Investment Portfolios	60-90 minutes	This lesson is designed as a capstone activity to an investment unit. Students take on the role of financial advisors and create investment portfolios for three clients with differing financial situations, investment goals, and risk profiles.	• Investment • Risk
Lesson 5.5	Escape Employment and Retire	45 minutes	In this lesson, students learn about planning for retirement through an escape room. Students read a Page One Economics article, calculate retirement contributions after employer match, and consider the differences between Roth and traditional individual retirement plans in the escape room.	• Defined-benefits Plan • Defined-contributions Plan • Roth Retirement Plan

				• Social Security • Traditional Retirement Plan

Theme 6: Credit				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 6.1	Credit: The Most Important Grade You'll Ever Earn	45-60 minutes	In this lesson, students take part in a collaborative activity that asks them to identify 12 credit-related statements as being either true or false. The activity helps students examine the advantages and disadvantages of using credit and allows students to understand how to establish good credit.	• APR • Credit • Credit Score
Lesson 6.2	What is Credit?	45 minutes	Students watch a video explaining credit and some of the advantages and disadvantages of using credit. In pairs, students will complete an activity to identify different types of credit.	• Borrowing • Credit • Interest
Lesson 6.3	Making Credit Choices	90 minutes	Using credit can help people pay for purchases sooner, but borrowing also comes with costs and responsibilities. Making smart credit decisions requires thinking carefully about the purpose of the purchase, how soon it is needed, the total cost of borrowing, and whether repayment is realistic. In this lesson, students explore the factors that should be considered before using credit and practice evaluating borrowing decisions in a variety of real-life situations. Students begin with a quick decision-making activity where they decide whether to borrow, save, or adjust, then work together to create a class checklist for making credit decisions. They apply that checklist to more complex credit scenarios and conclude by reflecting on the tradeoffs and consequences that come with using credit.	• Auto loan • Buy now, Pay later • Credit • Credit card • Mortgage • Personal Loan • Student Loan
Lesson 6.4	Credit Reports and Credit Scores	90 minutes	In this lesson, students develop an understanding of how lenders assess creditworthiness using credit reports, credit scores, and, more broadly, the 3 Cs of Credit: capacity, character, and collateral. Students explore the factors used to calculate credit scores, analyze how financial behaviors affect borrowing opportunities, and evaluate a borrower's loan application using evidence from a sample credit report	• Capacity • Character • Collateral • Credit • Credit Report • Credit Score

Lesson 6.5	Credit Cards: Total Frenemy?	90 minutes	In this lesson, students explore both the benefits and risks of credit card use by examining how credit card debt builds over time and exploring the incentives credit card companies use to attract customers. Students will compare credit card offers by examining key terms in a Schumer Box then apply those ideas to shopping for a credit card based on different consumer goals and financial situations. They will also analyze a credit card statement to identify spending and repayment habits. The lesson concludes with students evaluating a real-world credit use scenario and developing advice for responsible credit card use.	• APR • Benefit • Cost • Credit • Credit Card • Incentive • Interest • Revolving Credit • Schumer Box
Lesson 6.6	Strategies for Getting Out of Debt	45-60 minutes	In this lesson, students list the causes of debt accumulation. Then, through readings and a video, students analyze potential solutions for overcoming debt.	• Bankruptcy • Credit Counselling • Debt Settlement • Debt Consolidation Loan
Lesson 6.7	All About Interest	45 minutes	In this lesson, students learn what a payday loan is and the high cost involved in using such a loan. Working in groups, students calculate an annual percentage rate (APR) on a short-term loan.	• APR • Interest • Interest Rate • Loan • Payday Loan

Theme 7: Risk Protection				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 7.1	Consumer Protection	60 minutes	In this lesson, students learn about consumer protection agencies and laws. Students work collaboratively to identify possible problems associated with purchasing goods and services in the marketplace, brainstorm how they might deal with these problems, and are introduced to consumer protection laws, including those associated with credit use..	• Investment • Risk
Lesson 7.2	Don't Be Scammed	60-90 minutes	In this lesson students learn about identity theft and scams and their general characteristics through a reader's theater activity. They then gather information on some of the most common scams, review tips to avoid being scammed, and learn where to report scams and obtain help if they think they have been the victim of a scam. The lesson also provides students with ways to protect themselves against identity theft.	• Identity Theft • Risk • Scam
Lesson 7.3	Managing Risk	60-75 minutes	Students learn about insurance options and possible risks. They play a game where they first choose levels of insurance coverage and then face random events. Students track the cost of their insurance choices and the benefit of their choices based on each event. Finally, students determine whether the insurance choices they made were financially beneficial or not and why insurance may be a good idea.	• Financial Risk • Insurance • Opportunity Cost • Premium • Risk
Lesson 7.4 (Optional)	Life Insurance, POAs, and Wills, Oh My!	90 minutes	In this lesson, students examine how life insurance and estate planning help protect individuals and families from financial risk. They explore the purpose of life insurance, determine when it is needed, and compare term and permanent policies using a Venn diagram and scenario-based application. Students also learn about wills and powers of attorney, analyzing how these documents function during life and after death. The lesson emphasizes decision-making and the importance of planning ahead to avoid financial and legal challenges.	• Beneficiary • Cash Value • Estate Plan • Life Insurance • Permanent Life Insurance • Power of Attorney • Premium • Term Life Insurance

				• Will
Lesson 7.5 (Optional)	Everything You Ever Wanted to Know About Car Insurance	60 minutes	The topic of automobile insurance is important to most high school students because of their interest in owning and operating a vehicle, but many teenagers think car insurance is confusing. This lesson provides some basic information about auto insurance to help the students make better choices when they buy these policies.	• Decision Making • Insurance • Liability • Risk • Types of Auto Insurance
Lesson 7.6 (Optional)	Why Renter's Insurance?	60 minutes	This lesson focuses on a question that many individuals face when in college and/or moving into their first apartment: Should they buy renter's insurance? The lesson begins with students using an interactive tool to "customize" their first apartment. The tool will give them an estimated value of their possessions as well as the approximate monthly cost for renter's insurance. Students will learn about various aspects of renter's insurance, including why it is important, types of coverage, factors that affect the premiums and how to shop for this type of insurance.	• Decision Making • Insurance • Liability • Risk • Renter's Insurance
Lesson 7.7 (Optional)	Understanding Health Insurance	45-60 minutes	In this lesson, students learn about health insurance and the decisions that individuals make when choosing a health insurance policy. Students first learn the basic vocabulary of health insurance costs through a brief reading. Then, they. consider their own preferences and values when selecting policies Finally, students calculate the out-of-pocket costs associated with different health services and health insurance plans.	• Coinsurance • Copayment • Deductible • Out-of-pocket Maximum • Premium

Theme 8: Postsecondary Education				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 8.1	Postsecondary Alternatives	60-90 minutes	In this lesson, students identify postsecondary education alternatives to four-year colleges. Students explore a variety of postsecondary education pathways through an interactive “Pathway Fair,” where they learn from peer-created “booths” representing different options. Afterward, they evaluate and rank these alternatives using a PACED decision-making grid to determine which options best align with their personal goals.	• Decision Making
Lesson 8.2	Choosing a Postsecondary School	90 minutes	In this lesson, students identify which non-monetary factors are important to them when comparing post-secondary schools, compare common costs associated with post-secondary education, determine the sticker and net prices of different schools, and conduct research to compare non-monetary and monetary factors for three schools they are potentially interested in attending.	• Decision Making
Lesson 8.3	Paying for Postsecondary Education	90 minutes	This lesson is designed to look at different options to help finance postsecondary education. Whether students want to attend a community college, university, complete an apprenticeship or other training, they will probably need to finance all or part of their education. Students will describe the costs and benefits of postsecondary education payment options and analyze the return on investment of postsecondary education for various scenarios.	• Budgeting • Cost/benefit Analysis • ROI (Return on Investment)
Lesson 8.4	Understating the Financial Aid Process	90 minutes	In this lesson, students will be able explain the basic steps involved in obtaining financial aid. They will compare federal and private loans and explain what it means to take out each type of loan. They will also identify various strategies they can use to be a responsible borrower.	• Credit • Decision Making • Student Loans

Theme 9: Transportation Issues				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 9.1	Transportation Options	45 minutes	In this lesson, students will learn about different transportation options and the costs and benefits associated with them. They will also research different kinds of cars and what they can afford given different financial scenarios.	• 20/10 rule • Costs and benefits • Decision Making
Lesson 9.2	The Car Deal Package	180-240 minutes	Using examples of three types of cars as a reference—an economy car, a moderately priced car and a luxury car—students learn about the decisions involved in purchasing a car. The students work in groups to compare different car deals, using three criteria—the income test, the down-payment option and the time option. The students analyze the terms of a sample car contract and consider the effects of signing the contract without understanding the terms. The students use an online calculator to collect information for informed decision-making.	• Collateral • Contract • Gross Pay • Interest • Lien • Net Pay • Opportunity Cost • Principal • Opportunity Cost • Principal • Secured Loan • Truth in Lending Act

Theme 10: Housing Issues				
Lesson #	**Lesson Title**	**Time Required (estimate)**	**Description**	**Content/Concept(s)**
Lesson 10.1	Moving into My Own Place	60 minutes	In this lesson, students learn what it takes to move into their own place. Students first watch a video about the many decisions that go into renting their first place. They then complete activities that require them to consider factors or criteria to use when choosing an apartment, reflect on the costs of moving in, and evaluate lease agreements.	• Decision making • Lease • Rent
Lesson 10.2	How Comfortable Will My Place Be?	60-75 minutes	In this lesson, students identify items they would like to have to furnish an apartment and estimate and research the cost of those items. Students also make decisions about what items to purchase given a budget.	• Budgeting • Decision-making • Payment options
Lesson 10.3	Tired of Renting: Should I Buy My Own House?	45-60 minutes	In this lesson, students are introduced to the pros and cons of renting and owning a residence and reflect on what they can afford to do—rent or own.	• Affordability • Owning • Renting