

## Appendix 16 – Alignment Document

### Personal Finance CTAG Alignment

This document contains information about a Career-Technical Articulation Numbers (CTAN) for the Family and Consumer Science Career-Technical Assurance Guide (CTAG).

The CTAN is:

1. **Personal Finance** CTAN alignment with the Family and Consumer Science Pathway in the Career Field Technical Content Standards of the Ohio Department of Education.

**General Course Description:** This course introduces students to a broad range of topics relating to the proper management of the financial affairs of individuals and families. Topics include coordinated, realistic financial planning covering the areas of career exploration, tools of financial planning (budgeting, tax planning, and time value of money concepts), credit and liquidity management, personal loans, insurance, purchasing automobiles and homes, financing education, and building wealth through investing, retirement, and estate planning.

#### Advising Notes:

- Students must matriculate within 3 years of program completion to earn academic credit
- The importance of time value of money as the mathematical foundation behind most financial analysis should be emphasized. Students should be able to calculate the present and future value of both single sums and annuities as well as calculate loan payments.
- Consumers make many purchases over a lifetime; however, the purchase of a home, automobile, and a college education are typically three of the most costly purchases and could result in costly mistakes if they are uninformed.
- The most valuable assets of most consumers are their income-earning potential, their home, and their car. Therefore, it is important that individuals understand how to protect these assets with life, health, disability, homeowners, and auto insurance.
- Estate planning can be very complex and differ significantly from individual to individual. However, understanding the importance of a will, living will, power of attorney, and the basics use of trusts, gifts, and charitable contributions would be important for most consumers.

Semester Credit Hours: 3

Alignment:

<b>Learning Outcomes</b>  <b>The student will be able to:</b>	<b>Competencies and/or Descriptors from the <u>Family and Consumer Science</u> Pathway of the Career Field Technical Content Standards</b>
1. Identify the strategies and tools to assist in formulating career goals.	<p><b><i>Outcome 1.2. Career Exploration: Explore career opportunities that reflect personal interests, strengths, values, personalities, skills and abilities.</i></b></p> <p>1.2.1. Develop a personal career inventory.</p> <p>1.2.2. Identify career pathways related to interests and talents.</p> <p>1.2.3. Research career opportunities and occupational trend projections.</p> <p>1.2.4. Develop a career plan.</p> <p>1.2.5. Determine the education, training, certification, licensure and experience requirements for selected careers.</p> <p>1.2.6. Set educational and volunteer goals that support progress toward meeting career goals.</p> <p>1.2.7. Develop strategies for self-promotion.</p> <p>1.2.8. Write professional correspondence, job applications and resumes.</p> <p><b><i>Outcome 4.1. Financial Goals- Achieve financial goals to establish financial stability.</i></b></p> <p>4.1.3. Establish personal resources and evaluate their effects on earning potential.</p> <p><b><i>Outcome 4.6. Ethics, Law and Consumer Issues - Analyze how professional, ethical and legal behaviors contribute to continuous improvement in regulatory compliance.</i></b></p> <p>4.6.2. Use ethical character traits consistent with personal and professional standards.</p> <p>4.6.6. Identify the labor laws (e.g., Americans with Disabilities Act, Fair Labor Standards Acts, Equal Employment Opportunity Commission [EEOC]) that affect employment and the consequences of noncompliance for both employee and employer.</p> <p>4.6.7. Identify potential conflicts of interest between personal and professional ethical standards.</p>

<p>2. Develop and/or utilize the key tools to make financial planning decisions, namely personal financial statements (the budget and net worth statement), time value of money concepts (calculation of present and future values of single sums and annuities), and basic tax planning.</p>	<p><b>Outcome 4.1. Financial Goals - Achieve financial goals to establish financial stability.</b></p> <p>4.1.1. Identify the economic principles that affect the cost of living.</p> <p>4.1.2. Identify income sources and expenditures.</p> <p>4.1.3. Establish personal resources and evaluate their effects on earning potential.</p> <p>4.1.4. Compare gross and net income and identify the categories of deduction (e.g., union dues, retirement plans, garnishments).</p> <p>4.1.5. Evaluate the role of federal, state and local taxes in financial planning.</p> <p>4.1.6. Identify local, state and federal tax obligations and develop a tax payment plan.</p> <p>4.1.7. Prepare personal income tax filings.</p> <p>4.1.8. Set financial goals to influence current and future economic choices.</p> <p>4.1.9. Create a spending plan that reflects financial goals.</p> <p>4.1.10. Interpret personal financial documents to monitor financial goal progress.</p> <p>4.1.11. Adjust resource allocations based on financial goal progress.</p> <p>4.1.12. Measure and track financial wellbeing.</p>
<p>3. Examine the key decisions surrounding cash management, namely banking and interest rates, and assessing, securing and managing credit.</p>	<p><b>Outcome 4.2. Financial Services - Analyze financial institutions and services.</b></p> <p>4.2.1. Identify financial institutions and available services.</p> <p>4.2.2. List characteristics of reputable financial institutions.</p> <p>4.2.3. Compare financial services based on lending terms and conditions.</p> <p><b>Outcome 4.3. Credit and Debt - Analyze how credit and debt affect the achievement of financial goals.</b></p> <p>4.3.1. Identify credit types and purposes for establishing credit.</p> <p>4.3.2. Describe how reporting agencies use an individual's financial decisions to determine personal credit scores.</p> <p>4.3.3. Describe how to secure and maintain credit.</p> <p>4.3.4. Explain how credit ratings affect access to products, services and employment opportunities.</p>

	<p>4.3.5. Establish solutions to correct debt problems.</p> <p><b>Outcome 4.4. Asset Protection- Analyze risk management strategies used to protect assets.</b></p> <p>4.4.4. Identify how to reduce risk of identity theft and rectify a compromised identity.</p>
<p>4. Demonstrate how to shop wisely for large purchases specifically home, automobile and a college education, and how proper borrowing can help support these purchases.</p>	<p><b>Outcome 4.4. Asset Protection Analyze - risk management strategies used to protect assets.</b></p> <p>4.4.5. Describe how agencies (e.g., Attorney General’s Office, Better Business Bureau, Food and Drug Administration, Federal Trade Commission) help protect consumers.</p> <p><b>Outcome 4.5. Purchasing Decisions Apply strategies to make purchasing decisions.</b></p> <p>4.5.1. Compare products based on features, costs and benefits.</p> <p>4.5.2. Compare the effects of a direct cost versus an indirect cost on a purchase.</p> <p>4.5.3. Explain the effects of economic trends and conditions on purchasing decisions.</p> <p>4.5.4. Describe the impact of supply and demand on product availability and pricing.</p> <p>4.5.5. Determine how purchasing decisions are influenced by brand identity and marketing techniques.</p> <p>4.5.6. Compare the advantages and disadvantages of online and in-store purchasing and the effects on the local economy.</p> <p>4.5.7. Summarize the terms of a sales contract for a product or service.</p> <p>4.5.8. Evaluate leasing and purchasing options for major purchases.</p> <p>4.5.9. Calculate interest rates to determine the projected cost of an item.</p> <p>4.5.10. Complete financial transactions using various purchasing methods.</p> <p><b>Outcome 4.6. Ethics, Law and Consumer Issues - Analyze how professional, ethical and legal behaviors contribute to continuous improvement in regulatory compliance.</b></p> <p>4.6.1. Describe how regulatory compliance affects the consumer.</p>

	<p>4.6.3. Explain how consumer protections laws (e.g., Equal Opportunity Act, Fair Credit Reporting Act, Consumer Protection Agency, Family and Medical Leave Act [FMLA], Family Educational Rights and Privacy Act [FERPA]) help safeguard individuals from fraud and potential loss.</p> <p>4.6.4. Access and implement safety compliance measures (e.g., recommended manufacturers' guidelines, product safety data sheets [PSDSs], United States Environmental Protection Agency [EPA], United States Occupational Safety and Health Administration [OSHA], American Association of Poison Control Centers) to maintain product warranty and protect the consumer.</p> <p>4.6.5. Identify fraudulent and deceptive practices (e.g., bait and switch, unlawful door-to-door sales, deceptive service estimates, misrepresentation) and their overall impact on the consumer.</p>
<p>5. Discuss the core principles of insurance and its importance for protection against loss, damages, and liability. Special emphasis placed on life, health, disability, auto and homeowner's insurance.</p>	<p><b>Outcome 4.3. Credit and Debt - Analyze how credit and debt affect the achievement of financial goals.</b></p> <p>4.4.3. Summarize types of insurance and identify how each mitigates financial risk and prevents loss.</p> <p>4.4.6. Select risk management solutions to protect personal property and assets.</p>
<p>6. Formulate an appropriate investment strategy to meet financial goals considering risk tolerance and time horizon by understanding the characteristics of various investments such as stocks, bonds and mutual funds.</p>	<p><b>Outcome 4.1. Financial Goals-Achieve financial goals to establish financial stability.</b></p> <p>4.1.13. Evaluate investments and calculate potential earnings.</p> <p><b>Outcome 4.2. Financial Services -Analyze financial institutions and services.</b></p> <p>4.2.4. Evaluate the impact of government regulations, global economics and environmental conditions on investment and retirement plans.</p> <p>4.2.6. Compare advantages and disadvantages of investment strategies.</p> <p>4.2.7. Create an investment plan to meet financial goals.</p> <p><b>Outcome 4.4. Asset Protection - Analyze risk management strategies used to protect assets.</b></p> <p>4.4.7. Minimize risk through asset allocation, diversification and rebalancing.</p>

<p>7. Demonstrate how to protect wealth that has accumulated over time through basic retirement and estate planning.</p>	<p><b>Outcome 4.2. Financial Services - Analyze financial institutions and services.</b>  4.2.4. Evaluate the impact of government regulations, global economics and environmental conditions on investment and retirement plans.  4.2.5. Compare and select retirement plans.</p>
<p>8. Examine how U.S. and global economic, political and social events can affect a personal financial plan.</p>	<p><b>Outcome 4.1. Financial Goals - Achieve financial goals to establish financial stability.</b>  4.1.1. Identify the economic principles that affect the cost of living.  4.1.8. Set financial goals to influence current and future economic choices.  <b>Outcome 4.2. Financial Services - Analyze financial institutions and services.</b>  4.2.4. Evaluate the impact of government regulations, global economics and environmental conditions on investment and retirement plans.  <b>Outcome 4.4. Asset Protection - Analyze risk management strategies used to protect assets.</b>  4.4.1. Identify the relationships among economy, society and environment that lead to financial stability.  4.4.2. Describe the effects of inflation, recession and world crises and the impact on financial planning.  4.6.6. Identify the labor laws (e.g., Americans with Disabilities Act, Fair Labor Standards Acts, Equal Employment Opportunity Commission [EEOC]) that affect employment and the consequences of noncompliance for both employee and employer.  4.6.7. Identify potential conflicts of interest between personal and professional ethical standards.  4.6.8. Identify ways to advocate for public policies, legislation and government regulations.</p>