### Week 1 – Personal Finance

<table>
<thead>
<tr>
<th>Time</th>
<th>Topics and Skills</th>
<th>Activities</th>
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| **Day 1 morning** (money and currency exchange) | • Introductions, rules, logistics  
• Function of money, oral communication skills | • Introductions  
• Honor code  
• Computer use policy  
• Class rules  
• Pre-test  
• Money thought questions, write and discuss  
• Functions of money lecture and activity |
| Day 1 afternoon                | • Function of money, oral communication skills  
• Ice breaker, Percents | • Continue functions of money  
• Percents 1 lecture, class characteristics activity |
| Day 1 evening                  | • Personal financial management  
• Daily letters | • Introduction to mock budget project  
• Introduce interview project: 2 adults – good decision, bad decision, advice  
• Daily letters – introduce, set goals |
| **Day 2 morning** (wages and taxes) | • Exchange rates and international policy  
• Percent equation  
• Property taxes – debate and critical thinking  
• Human capital  
• Data analysis | • Review quiz  
• Percents 2 lecture and practice problems: Property tax problems and discussion  
• 52 Career Salaries graphing  
• Education and Earnings graphs and discussion |
| Day 2 afternoon                | • Paycheck withholdings  
• Income taxes, multi-step calculations | • Hannah’s Horrible Truth (skit)  
• Pairs or groups read through income tax instructions and do problems |
| Day 2 evening                  | • Personal financial management  
• Daily letters | • Reports from interviews  
• Budget project  
• Daily letters |
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<tbody>
<tr>
<td><strong>Day 3 morning</strong></td>
<td>• Income and payroll taxes</td>
<td>• Review quiz</td>
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<tr>
<td>(loans and percent change)</td>
<td>• Loan amortizations, spreadsheets</td>
<td>• Loan lecture and loan calculation problems, using monthly payment formula</td>
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<td></td>
<td>• Creditworthiness</td>
<td>• To lend or not to lend brainstorming and discussion</td>
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<td>• Creditworthiness scenarios</td>
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<tr>
<td>Day 3 afternoon</td>
<td>• Percent change</td>
<td>• Percent change</td>
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<td>• Percents 3 lecture and practice problems</td>
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<td>• Stock Price Game</td>
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<td>• Sales tax problems</td>
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<tr>
<td>Day 3 evening</td>
<td>• Personal financial management</td>
<td>• Reports from interviews</td>
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<td></td>
<td>• Debate and critical thinking</td>
<td>• Budget project</td>
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<td></td>
<td>• Daily letters</td>
<td>• Equal pay for equal work debate</td>
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<td>• Daily letters</td>
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<tr>
<td><strong>Day 4 morning</strong></td>
<td>• Percent Change</td>
<td>• Review quiz</td>
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<tr>
<td>(cash investing)</td>
<td>• Percent Change Visualized</td>
<td>• Percent change thought questions – consider individually then discuss</td>
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<td></td>
<td>• Cash investing</td>
<td>• Cash investing simulation, simulating choosing a checking account and</td>
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<td>investing an emergency fund</td>
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<tr>
<td>Day 4 afternoon</td>
<td>• Cash investing</td>
<td>• Continued</td>
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<tr>
<td>Day 4 evening</td>
<td>• Personal financial management</td>
<td>• Reports from interviews</td>
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<td>• Daily letters</td>
<td>• Budget project</td>
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<td>• Daily letters</td>
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<tr>
<td><strong>Day 5 morning</strong></td>
<td>• Trust in banking and currencies</td>
<td>• Review quiz</td>
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<tr>
<td>(supply and demand)</td>
<td>• Investment vs. consumption</td>
<td>• Worksheet in pairs</td>
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<td>• Discussion with class</td>
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<tr>
<td>Day 5 afternoon</td>
<td>• Supply and demand</td>
<td>• Lecture and discussion</td>
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<td></td>
<td>• Daily letters</td>
<td>• Problems</td>
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<td>• Puzzles</td>
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<td>• Daily Letters</td>
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<tr>
<td>Sunday evening</td>
<td>• Personal financial management</td>
<td>• Reports from interviews</td>
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<td>• Supply and Demand</td>
<td>• Budget project</td>
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<td>• Finish activities</td>
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<tr>
<td>Day 5 afternoon</td>
<td>• Supply and demand</td>
<td>• Lecture and discussion</td>
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<td>• Daily letters</td>
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<td>• Personal financial management</td>
<td>• Reports from interviews</td>
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<td>• Budget project</td>
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<td>• Finish activities</td>
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| Day 6 morning (begin businesses, cash investing, accounting equation) | • Supply and demand curves  
• Business Project – product brainstorming and research, evaluating strengths and weakness of possible products | • Review quiz  
• Select roles (getting started worksheet), brainstorm possible products, research supplies costs (possible products list 1 and 2, possible product research forms) |
| Day 6 afternoon                           | • Business Project continued                                                     |                                                                            |
| Day 6 evening                             | • Accounting equation  
• Personal financial management  
• Daily letters | • Lecture and examples, especially as pertaining to the financial crisis  
• Reports from interview  
• Budget project  
• Daily letters |
| Day 7 morning (market research and calculating interest) | • Cash investing  
• Business Project – market research and initial capitalization | • Review quiz  
• Plan and conduct market research (market research plan, create and implement market research surveys)  
• Sell stock  
• Deposit money |
| Day 7 afternoon                           | • Simple vs. Compound Interest                                                   | • Introduce simple vs. compound interest using food, then students practice both spreadsheet and formula calculations (types of interest activity) individually or in small groups |
| Day 7 evening                             | • Personal financial management  
• Daily letters | • Reports from interviews  
• Budget project  
• Daily letters– mid-course check-in: students comment on progress on goals |
| Day 8 morning (product selection)         | • Simple and compound interest  
• Business Project – product selection and supply ordering | • Review quiz  
• Analyze market survey results (market research summary), select final product (final product selection), order supplies (production plan, CTY supply order form) |
| Day 8 afternoon                           | • Factors that affect interest rates  
• Yield curves | • Interest rates lecture  
• Graphing yield curves |
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| Day 8 evening                 | • Personal Financial Management  
• Daily letters                      | • Reports from interviews  
• Budget project  
• Daily letters                     |
| **Day 9 morning (financial projections)** | • Factors that affect interest rates Business Project – financial projections | • Review quiz  
• Finish market research analysis (market research summary), set final price(s) (price selection), estimate human resources costs (human resources plan), financial projections (financial planning, financial projections) |
| Day 9 afternoon               | • Business Project continued  
• Central banking and money supply  
• Daily letters                      | • Lecture and discussion                                                     |
| Day 9 evening                 | • Personal financial management  
• Daily letters                      | • Review quiz  
• Budget project – finalize budgets, prepare presentations, make visual aids  
• Daily letters                     |
| **Day 10 morning (budget presentations)** | • Personal financial management  
• Inflation and employment           | • Mock budget final presentations  
• Review quiz                          |
| Day 10 afternoon              | • Personal financial management  
• Daily letters                      | • Mock budget final presentations  
• Daily letters                       |
| Sunday evening                | • Personal financial management  
• Business Project – product sales  
• Analysis of complex issues        | • Review quiz  
• Make and sell product, track inventory, deposit cash  
• Minimum wage discussion               |

*The schedule includes activities related to personal financial management, daily letters, reports from interviews, budget project, and related financial and business topics.*
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<td><strong>Day 11 morning</strong></td>
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<tr>
<td>(completion of sales and</td>
<td>Home equity</td>
<td>• Review quiz</td>
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<tr>
<td>retirement investing)</td>
<td>Business Project – product sales</td>
<td>• Make and sell product, track inventory, deposit cash</td>
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<td></td>
<td>Bonds</td>
<td>• Bond lecture and problems</td>
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<td></td>
<td>Risk and return</td>
<td>• Investments lecture</td>
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<td></td>
<td>Retirement investing</td>
<td>• Start mutual fund simulation, year 1</td>
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<tr>
<td><strong>Day 11 afternoon</strong></td>
<td>Retirement investing continued</td>
<td>• Activities</td>
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<td></td>
<td>Wealth distribution in the US</td>
<td>• Discussion</td>
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<tr>
<td><strong>Day 11 evening</strong></td>
<td>Financial Crisis</td>
<td>• Inside the Meltdown documentary and discussion</td>
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<tr>
<td><strong>Day 12 morning</strong></td>
<td>Risk and return in investments</td>
<td>• Review quiz</td>
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<tr>
<td>(payroll and financial</td>
<td>Bond prices and interest rates</td>
<td>• Conclusion of sales, complete inventory and sales records, calculate total revenue, calculate and pay payroll and payroll taxes</td>
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<tr>
<td>crisis)</td>
<td>Business Project – completion of sales, payroll</td>
<td>• Investing young lecture</td>
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<td>Retirement investing</td>
<td>• Continue mutual fund simulation, year 2</td>
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<tr>
<td><strong>Day 12 afternoon</strong></td>
<td>Retirement investing continued</td>
<td>• “Crisis of Credit” video - watch, discuss</td>
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<td>Financial crisis overview</td>
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<tr>
<td><strong>Day 12 evening</strong></td>
<td>Personal financial management</td>
<td>• Reports from interviews</td>
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<td>Financial Crisis</td>
<td>• Read and discuss financial crisis play</td>
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<td>Daily Letters</td>
<td>• Daily letters</td>
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<tr>
<td><strong>Day 13 morning</strong></td>
<td>Business finance review</td>
<td>• Car part manufacturer questions and discussion</td>
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<tr>
<td>(financial statements)</td>
<td>Business Project – income statement and shareholder’s equity statement</td>
<td>• Calculate and pay sales tax, business tax, overhead, complete final financial statements, write CEO letter to shareholders, create posters</td>
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<td>Retirement investing</td>
<td>• Continue mutual fund simulation, year 3</td>
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<tr>
<td><strong>Day 13 afternoon</strong></td>
<td>Business and investing projects continued</td>
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</table>
| Day 13 evening             | • Personal financial management  
• Review and Logistics  
• Projects continued  
• Daily Letters           | • Reports from interviews  
• Post Test  
• SPEs  
• Daily letters – final check-in on goals |
| **Day 14 morning**         | **(presentations and wrap-up)**  
• Retirement investing  
• Business Project – preparation for final presentation | • Continue mutual fund simulation, year 4  
• Finish shareholder packets and preparation for presentations |
| Day 14 afternoon           | • Business Project – final presentations                                         | • Combined MONY final presentations, distribution of dividends, cash-candy conversion |
| **Day 15 morning**         | **Financial Ethics  
• Negotiations**                        | • Students write and discuss their own Ten Commandments of Money  
• Union Negotiation game |