

ARTICULATION AGREEMENT

DATE DRAFTED: June 25, 2020

VALID ACADEMIC YEARS: 2020-21 & 2021-22

LMC COURSE: BUS-160 "Personal Finance"

HIGH SCHOOL COURSE: Personal Finance

School: Antioch High School

Address: 700 W 18th St, Antioch, CA 94509

- A. COLLEGE COURSE DESCRIPTION:** This is an introductory personal finance course designed to help students become financially literate, and to learn decision-making strategies integral in controlling one's financial destiny. The course covers the following topics: steps in building a personal financial plan; goal setting; budgeting; evaluating financial institution services; consumer credit; life's major purchases; insurance types, needs and products; investing basics, equity and debt vehicles; income tax strategies; and retirement and estate planning. May not be repeated. SC LMC: DA TRANSFER: CSU
- B. NA**
- C. UNITS:** 3
- D. PRE-REQUISITES:** None
- E. REQUIRED CONTENT FOR ARTICULATION:**

Unit 1: Money Management

Students will explore how spending, saving and values impact finances. They will discuss the value of planning how money is used; give examples of sensible and unwise spending decisions and behaviors. They will then compare spending priorities. Students will set financial goals that are specific and measurable. They will explore personal goals and how they can achieve those through financial goals. They will explain how to write effective financial goals and discuss how to prioritize actions while working to achieve multiple goals concurrently. Students will apply strategies to be mindful about spending decisions. They will discuss what influences spending decisions, identify tools and strategies to manage spending habits and demonstrate how the decision-making process works. Students will create a spending plan to reach their goals. They will discuss, describe and explain using spending plans to manage spending habits. Students will figure out ways to maintain a positive cash flow. They will list strategies to stick to a spending plan including plugging spending leaks. They will discuss ways to prepare for unexpected financial events.

Unit 2: Banking, Savings & Credit

Students will investigate financial institutions and their services. They will make informed decisions about their personal goals for their money, and will learn how to ensure accurate bank transactions. Students will work through scenarios of purchasing both small and large ticket items and will note how interest and taxes impact the final purchase price. Students will graph the difference between compounded and simple interest rates to see the secret of making their money grow. They will investigate the dangers of debt and the consequences of spending more than they make. Finally, students will learn about credit scores and how to protect themselves from identity theft.

Unit 3: Earning Power & Taxes

The students will learn about their responsibility of paying taxes and what taxes are used for at federal, state and local levels. They will also study the relationship between income and tax percentage rates. Students will

demonstrate understanding by filling out both state and federal tax forms given a W2 form and writing a paper summarizing the details and what they learned from the project.

Unit 4: Large Loans: Cars, Homes (Renting as an Option), and Student Loans

Students will investigate loans for auto purchases, both new and used, and loans for homes. They will simulate the process of choosing and purchasing a car. They will consider all costs, including taxes, registration, and insurance, and will identify the income necessary to support such a purchase. Students will calculate compounded interest for their car. They will also walk through a trade-in process and explain the difference between dealer trade-ins and private party sales.

Students will simulate a purchase of their first home. They will use a spreadsheet to calculate the amortization schedule for their home loan. Students will research the averages market sales for homes in the location of their choice and will calculate the long term cost of this home using real interest rates comparing overall cost to the duration of the loan. Finally, the students will look at the realities of renting in their near future. They will investigate when it is more desirable to rent than to buy, and will consider what characteristics make a good roommate.

Unit 5: Investing Your Money

This unit introduces students to the world of investing, with opportunities to investigate and analyze the ever-present risks involved. The focus is on strategies for investing for the long term, as part of an overall approach to financial futures. Lessons cover the basics such as the language of financial markets, gathering information on investments, and the maturation of financial institutions in the U.S. economy. There are lessons on stocks, bonds, mutual and index funds as well as a look at the history of the world markets. Students will choose stocks and follow their ups and downs throughout this 10 week unit.

Unit 6 - Leadership, Management & Entrepreneurship

Students will investigate what it takes to open their own business. This project will involve the fundamentals of a making a business plan including: defining their market, writing a description of their product and services, creating a marketing plan, and managing finances. Students will calculate start-up, personnel, marketing and break-even costs. The culminating project will include an opening day flyer, and a tri-fold brochure of their business. In addition to the written business plan, the students will deliver a powerpoint presentation to the class to request start-up money for their new company. They will explain their financial statements, product growth and projections, terms of repayment and why their product is going to be a success. Students will also learn qualities of successful leaders and understand managerial decision making.

F. REQUIRED COMPETENCIES (PERFORMANCE OBJECTIVES) FOR ARTICULATION:

Personal Finance is a year-long course which cultivates decision-making skills, examines real world financial issues and helps students develop good habits they will use in their daily lives. Students will investigate career choices and build budgets appropriate to that income base as well as analyze their personal finance and money management relative to higher education and its costs. Students will research banking, buying cars and homes, renting, taxes and investing their money. Students will also develop an understanding of business, finance, management and marketing for success in those fields. Technology will be used as a tool to facilitate these investigations and to complete most projects. Projects will involve research, reading, writing reports and oral presentations. In addition to projects, the students will use math skills to investigate real world problems and practice math skills that will be used in their daily lives based on Common Core standards. Assessments will be in the form of performance tasks, quizzes, portfolios, and a final exam. Students will develop a deep understanding of the expectations and situations they will face as productive young adults.

G. METHODS FOR END OF COURSE ASSESSMENT:

Grading Policy:

Grading will be scored on a points system. Assignments will consist of 80% of the grade with participation/social contract making up roughly the other 20%. Check Aeries for updated grades. If there are any discrepancies feel free to contact me in class or by e-mail. If you would like an update on your progress please e-mail me.

Grade Scale:

| | | | | | | | |
|----|------------|----|------------|----|------------|---|-----------|
| A+ | 98+ | B | 83 - 86.99 | C- | 70 - 72.99 | F | 0 - 59.99 |
| A | 93 - 97.99 | B- | 80 - 82.99 | D+ | 60 - 62.99 | | |
| A- | 90 - 92.99 | C+ | 77 - 79.99 | D | 63 - 66.99 | | |
| B+ | 87 - 89.99 | C | 73 - 76.99 | D- | 60 - 62.99 | | |

H. TEXTBOOKS OR OTHER SUPPORTING MATERIALS

Personal Finance Literacy Irvin Tucker, Joan Ryan Cengage 3rd Edition www.cengage.com ISBN 13:978-1-337-90407-0

I. PROCEDURES AND/OR CRITERIA FOR COURSE ARTICULATION:

1. Complete the Personal Finance course at Antioch High School with a grade of "B" or better.
2. *Receive a "B" or better on the agreed upon college/high school final exam procedure.
3. Be recommended for credit by your high school teacher.
4. Apply for admission at Los Medanos College.
5. Register for CATEMA for electronic submission of college credit **OR** obtain copy of high school transcript and articulation agreement and submit to the LMC Office of Admissions & Records **within the academic year in which credit was earned.**
6. Upon completion of the above, the student will receive on his/her LMC and CCCCD (California Community College District) transcripts the units of credit for LMC's BUS-160 "Personal Finance" course.
7. College transcripts will reflect the **FINAL EXAM GRADE** earned and will be notated as *Credit by Exam.

**Distance Learning Circumstances:*

Final Exam "Procedure" will still need to be fulfilled whether the high school class meets in person or moves to a distance learning platform. If the high school class moves to an online learning environment, all efforts will be made to enable students to earn college credit, however due to circumstances beyond the high school/college control, course content may not be able to be completed in order to fulfill the articulation agreement requirements.

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COLLEGE SIGNATURES**HIGH SCHOOL/ROP/DISTRICT SIGNATURES**

Natalie Hannum
LMC Vice President of Instruction
Date

Louie Rocha
Antioch High School Principal
Date

Nikki Moultrie
LMC Dean Career Education & Social Sciences
Date

Mike Santos
AUSD Director of Program Improvement
Date

Penny Wilkins
LMC Business Dept. Chair/Faculty
Date

Christine Ibarra
AUSD Associate Superintendent, Educational Services
Date

Amy Bettencourt
AUSD Director of Instructional Support
Date

Gerard Lobo
Antioch High School Faculty
Date