CAREER PREPAREDNESS

<table>
<thead>
<tr>
<th>Unit</th>
<th>Credit and Debit</th>
<th>Time on Task: 3 Hours/180 Minutes</th>
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</thead>
</table>
| Course Content Standard(s) | 20. Determine advantages and disadvantages of using credit.  
a. Analyze credit card offerings for the effect on personal finances.  
Examples: annual percentage rate (APR), grace period, incentive buying, methods of calculating interest, fees | |

**College and Career Readiness Standards**

*(Teachers should select the appropriate grade span standard(s) as it pertains to reading and writing.)*

<table>
<thead>
<tr>
<th>Reading Standards for Literacy in Science and Technical Subjects 6-12 or Reading Standards for Literacy in History/Social Studies 6-12</th>
<th>Writing Standards for Literacy in History/Social Studies, Science, and Technical Subjects 6-12</th>
<th>Standards for Mathematical Practice</th>
</tr>
</thead>
<tbody>
<tr>
<td>2, 4, 7</td>
<td>1c, 1e, 2f</td>
<td>1, 5</td>
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**Learning Objective(s)**

The student will:
1. Analyze advantages and disadvantages of using credit.
2. Explain how credit can affect one’s personal finances.

**21st Century Competencies**

- Critical Thinking  
- Communication  
- Collaboration  
- Creativity  


**Essential Question(s)**

How do you use credit wisely?

**Content Knowledge**

<table>
<thead>
<tr>
<th>I. Advantages and Disadvantages of Using Credit</th>
<th>Suggested Instructional Activities</th>
<th>Suggested Materials, Equipment, and Technology Resources</th>
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</table>
Discuss: Reasons to borrow money.
(Page 4)

Discuss: The concept of credit. Credit is a tool to buy something now and pay for it later.

Discuss: Why do you think it is important to learn about credit?

Students complete Activity 2.1: “Borrowing Fitness Test.” on page 6 in NEFE Module 2: “Borrowing: Use-Don’t Abuse.”

Based on their answers on the ‘Borrowing Fitness Test,” students write a paragraph describing how to be a responsible borrower.

Assign students to groups. Provide each group with a copy of Handout 6.1: “Advantages and Disadvantages of Credit,” and Handout 6.2: “Student Answer Guide.”

In their groups, students discuss each statement and decide if the statement is an advantage or disadvantage of using credit. Using Handout 6.1, they write the statement in the appropriate box.

Discuss: The advantages and disadvantages of using credit.


It’s Your Paycheck!” in the Federal Reserve Bank of St. Louis, Unit C: “All About Credit,” Handout 6:10: Advantages and Disadvantages of Credit – Answer Key,” on page C-8 and Handout 6.2: “Student Answer Guide,” on page C-9

www.THEMint.org Web site:
• Advantages of Using Credit Cards
• Disadvantages of Using Credit Cards

II. Credit Cards Effect on Personal Finance Credit Card Offerings

Students read: “Dial ‘B’ for Borrow,” in NEFE Module 2, on pages 18 and 19.

NEFE Module 2: “Dial ‘B’ for Borrow,” on pages 18 and 19
Discuss: The four major options for borrowing money: revolving credit, installment credit, and service credit.

Students read: “Stealing from Your Future Self,” on page 19 and “Know When to Say When,” on page 20 and complete Activity 2.7 “Know the Limit,” on page 20, in NEFE Module 2.

Students Pair and Share to discuss reasons why people borrow money instead of paying cash. They respond to the NEFE Module 2: “Borrowing: Use-Don’t Abuse,” section on “Reap the Rewards,” on page 7.

Discuss: Which rewards are smart use of financial resources and which rewards are not always a smart use of money.


Discuss: Student responses to questions in Activity 2.2.

Discuss: The difference between instant gratification and unwillingness to give up something now in return for something later. Will having a credit card impact your ability to delay gratification? Have students make a case for or against getting a credit card.

Students read: “Credit Makes the World Go ‘Round,” on page 8, and “Not-So-Fleeting Interest,” on page 9 in NEFE Module 2.

NEFE Module 2: “Stealing from Your Future Self,” on pages 19 and 20

Activity 2.7: Know When to Say When,” on page 20


National Economic Foundation of Education, NEFE Module 2: “Meet Mariah and Jessie,” on page 3, and Activity 2.2: “What is the Reason?” on page 8

NEFE Module 2

NEFE Module 2: “Credit Makes the World Go ‘Round,” on page 8, and “Not-So-Fleeting Interest,” on pages 8 and 9
Step 1: As a class, take the online Debt Calculator quiz from TheMint.org. Use the questions and information gained from the quiz to discuss various types of interest (credit card interest, bank loan interest, interest gained).

Students complete the "I Paid How Much?" Quiz.

The "Credit Card IQ" Quiz can also be completed with the class to introduce the lesson.

Discuss: The concepts of credit, principal, and interest.

Students read: “The Lifetime Laptop,” in NEFE Module 2, on page 12.

Discuss: The concepts of Annual Percentage Rate (APR), Introductory APR, Fixed-Interest Rates, Adjustable or Variable Interest Rates, and the importance of paying bills on time – increase in interest rate to a higher APR.

Students read about simple interest in NEFE Module 2, on page 10, and complete Activity 2.3: “Simply Tell the Total,” on page 10.

Students read about the amortization calculation formula in Module 2, pages 10-11, and complete Activity 2.4: “What is the Average Payment,” on page 11.

Students read: “Gotcha! Costs of Borrowing,” in NEFE Module 2, on pages 14 and 15.

Discuss: The differences in credit cards and loans using the chart in NEFE Module 2, on pages 14 and 15.

Credit: No set pay-off date, annual fee, cash-
<table>
<thead>
<tr>
<th>Advance fee, over-the-limit fee/credit limit, grace period, set-up fees, maintenance fees.</th>
<th>ALEX Lesson Plan: Credit Cards are “Interest” ing <a href="http://www.alex.state.al.us">www.alex.state.al.us</a></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Installment Loans</strong>: loan term, origination fee, prepayment penalty, down payment, discount points.</td>
<td>ALEX Lesson Plan: Credit Cards are “Interest” ing <a href="http://www.alex.state.al.us">www.alex.state.al.us</a></td>
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</tbody>
</table>

Students complete activity on ALEX lesson plan:
Step 2: Give students the “Credit Card Slogan” Quiz (see attached document on ALEX Lesson Plan) to introduce the project. This can either be displayed on the interactive whiteboard or distributed as a paper/pencil document.

Discuss with the class the basic terms most people look for when applying for a credit card (interest rate, annual fee, fixed or variable rate, etc.) Use the [Capital One website](http://www.capitalone.com) to look at a comparison of credit cards offers, rewards, and rates.

Students complete activity on ALEX lesson plan:
Step 3: Divide students into cooperative groups (2 or 3 students) to create their credit card company name, terms, and slogan. Students should use the poster paper and markers to create their card.

Students complete activity on ALEX lesson plan:
Step 4: Groups will present their cards to the class. The oral presentation should include their company name, a display of their card, their slogan, and a brief description of their terms. Each group presentation should only last about 30-45 seconds.

Students complete activity on ALEX lesson plan:
Step 5: Students will use magazines, newspaper ads, catalogues, and/or the Internet to go on a shopping spree using their credit card. Have students create a chart to record their purchases. The chart should include their name, the basic terms of their credit card, the name of the item(s) they purchased, and the
cost for each item. Students should total their purchases at the conclusion of the shopping time. (You will want to give them a time limit for shopping 30-45 min.)

Students complete activity on ALEX lesson plan: Step 6: Distribute "BILLs" to each student based on their credit card terms. Through a class discussion, have students identify the differences between their purchase total and the total on their bill. They should be able to identify/calculate the interest. Discuss the effects of paying the minimum payment every month. Work an example where one pays the minimum payment each month and compare the totals each month. Students should discover that it will take a lengthy period of time to pay off the credit card by just paying the minimum payment. Be sure to include in the discussion how the amount you owe each month is affected by the charges made each month.

Students read: “The Dark Side of Debt” in NEFE Module 2 on pages 16 and 17 and complete Activity 2-6: “Good and Bad Credit.”

Students read: “Be A Shrewd Borrower,” in NEFE Module 2, on pages 21-23 and complete Challenge 2-A: “Decide the Best Deal for You.”

Students develop a brochure on “Costs of Credit.”

Students share brochures with class.

ALEX Lesson Plan: Credit Cards are “Interest” ing
www.alex.state.al.us
Sample credit card bills

NEFE Module 2: “The Dark Side of Debt,” on pages 16 and 17
Activity 2-6: “Good and Bad Credit”

NEFE Module 2: “Be A Shrewd Borrower” and Challenge 2-A: “Decide the Best Deal for You,” on pages 21-23

Guidelines for developing brochure
**Assessment of Learning**

<table>
<thead>
<tr>
<th>Formative Assessments (AQTS 2.8)</th>
<th>Summative Assessments (AQTS 2.9)</th>
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<tbody>
<tr>
<td>• Activity 2.1: Borrowing Fitness Test</td>
<td>• Credit Card Project Presentation</td>
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<td>• Activity 2.7: Know the Limit</td>
<td>• Challenge 2-A: Decide the Best Deal for You</td>
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**Sample Career Options**

| Credit Manager, Personal Financial Planner, Loan Officer, Credit Department Supervisor |

**Online Experience**

| Does this lesson address the required online experience? □ Yes ✗ No |
| If yes, please indicate length of time in minutes. Click here to enter text. |

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**Unit/Course CTSO Activity (if applicable)**

| Chapter sponsors a workshop on “Credit and Teen Buying Behaviors.” |

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**Culminating Product**

| Brochure on “Costs of Credit.” |

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**Course/Program Credential(s):**  □ Credential  □ Certificate  □ Other: