COURSE TITLE: Global Financial Markets

Course Description:
Global Financial Markets focuses on financial globalization including international markets and investments, money and exchange rates, and global trading policies. Students develop knowledge of how diversity and culture affect world financial markets, risks involved, and career opportunities in the global marketplace. This course will help students to form a better understanding of money, banking, and financial markets that assists them to become more competent and critical global citizens.

Potential Certifications/Credentials:
## Course Scope and Sequence

<table>
<thead>
<tr>
<th>Unit #</th>
<th>Unit Title</th>
<th>Estimated Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Foundational Standards</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Diversity in Marketing</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Financial Globalization</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Global Markets and Investments</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Money and Exchange Rates</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Policies in Global Trading</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Risk Management</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Internet Research</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Career Opportunities</td>
<td></td>
</tr>
</tbody>
</table>
Unit Plans of Instruction

Foundational Standards

Supporting—will be taught throughout the course as needed for the unit.

F1. Incorporate safety procedures in handling, operating, and maintaining tools and machinery; handling materials; utilizing personal protective equipment; maintaining a safe work area; and handling hazardous materials and forces.

F2. Demonstrate effective workplace and employability skills, including communication, awareness of diversity, positive work ethic, problem-solving, time management, and teamwork.

F3. Explore the range of careers available in the field and investigate their educational requirements, and demonstrate job-seeking skills including resume-writing and interviewing.

F4. Advocate and practice safe, legal, responsible, and ethical use of information and technology tools specific to the industry pathway.

F5. Participate in a Career and Technical Student Organization (CTSO) to increase knowledge and skills and to enhance leadership and teamwork.

F6. Discuss and demonstrate ways to value diversity.
Unit 2 Title: Diversity in Marketing

Content Standards

1. Research and present findings on cultural challenges and diversity issues that impact global business relations.
   1a. Explain the role of culture in global business.
   1b. Identify various elements of culture and the effect of each one on global business relations.
   1c. Investigate and share information about the use of advertising media in foreign markets.
      *Examples: radio, television, Internet, printed publications*

Unpacked Learning Objectives

Students know:

- What cultural challenges and diversity issues impact global business relations.
- How culture affects global business.
- The elements of culture and the effect of these elements on global relations.
- How advertising media is used in foreign markets.
- The various types of media used for marketing.

Students are able to:

- Research, describe findings on cultural challenges and diversity issues that impact global business.
- Explain cultural challenges and diversity that affect global business.
- Discuss the role of culture in global business.
- Describe culture in global business.
- Describe each element of culture.
- Describe the effect of each element on global business relations.
- Describe the use of advertising media in foreign markets.
- Identify the types of media used for marketing.
- Explain how media is used in marketing.
- Demonstrate two scenarios using media to market a product.

Students understand that:

- Cultural challenges and diversity issues impact global business.
- Culture affects global business.
- The elements of culture have an effect on global business relations.
- Advertising media can be used in foreign markets.
- Marketers use various types of media.
<table>
<thead>
<tr>
<th>Unit Driving/Essential Question</th>
<th>How do cultural challenges affect business?</th>
</tr>
</thead>
</table>
| **Exemplar High Quality Unit Task** | Prepare for CTSO Competitive Events  
Students will prepare an exhibit for an assigned country that explains and demonstrates the culture of it. |
|------------------------------------------------------------------------|--------------------------------------------------------|------------------------------|---------------------------------------------------------------------------------|----------------------------------|
| Research and present findings on cultural challenges and diversity issues that impact global business relations. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
Formative: Observations of student progress - class work rubric, class discussions, quizzes, exit slips | Lecture/Discussion:  
When Culture Doesn't Translate  
Examples of Cultural Differences in Business  
The Challenges of Cultural Diversity in Global Companies  
Activity: Students will create a presentation using presentation software that list various cultural challenges in businesses based on an assigned country. | ELA: Write a brief expository essay on how to research and present findings on cultural challenges and diversity issues that impact global business relations. | Marketing Lesson Plans: [http://www.georgeacademics.com/LessonPlans/Marketing/lessonMarketing.htm](http://www.georgeacademics.com/LessonPlans/Marketing/lessonMarketing.htm) |
| Discuss the elements of culture and the effect of each one on global business relations. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Lecture: “What are the Elements of Culture?” | ELA: Actively listen and participate in collaborative peer discussions about the role of culture in global | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| Activity | Formative: Observations of student progress - class work rubric, class discussions, quizzes, exit slips | https://pressbooks.howardc.edu/soci101/chapter/3-2-the-elements-of-culture/  
https://discover.hubpages.com/business/THE-ELEMENTS-OF-CULTURE-ON-GLOBAL-BUSINESS-INFORMATION | business, the elements of culture and the effect of each one on global business relations.  
MATH: Create a pie chart to demonstrate the effect of different elements of culture on global business relations.  
ELA: Actively listen and participate in collaborative peer discussions about the use of advertising media in foreign markets, and create a digital graphic about the information discussed.  
MATH: Create tables and graphs to demonstrate the growth of a particular business with and without the use of advertising media in foreign markets.  
Marketing Lesson Plans: http://www.georgeacademics.com/LessonPlans/Marketing/lessonMarketing.htm |
|---|---|---|---|
| | Discuss and share information about the use of advertising media in foreign markets. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
Formative: Observations of student progress - class work rubric, class discussions, quizzes, exit slips | Discuss and Present the use of advertising in foreign markets:  
Activity: https://www.teacherspayteachers.com/Product/Going-Global-International-Business-Web-Quest-710614?st=33d0899d27e7daee47572b5d0f50e3686  
(THE IS A FREE DOWNLOAD)  
ELA: Create a digital presentation about the different types of media used in marketing incorporating examples.  
Marketing Lesson Plans: http://www.georgeacademics.com/LessonPlans/Marketing/lessonMarketing.htm |
| | Analyze the different types of media used in marketing. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Lesson Plans: Media Awareness I: The Basics of Advertising  
Advertising All Around Us |
Formative: Observations of student progress - class work rubric, class discussions, quizzes, exit slips

MATH: Use pie charts to display different types of media used in marketing.

### Key Vocabulary

- culture, symbols, rituals, ethnic groups, heroes, racial discrimination, stereotype, ageism, disabled person, internet, radio, television, printed publications

### Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

- Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

### CTSO Connection:

- DECA: Business Finance Series, Principles of Finance
- FBLA: International Business
- FBLA: Virtual Business Challenge

### Certification/Credential Connection:

Unit 3 Title: Financial Globalization

Content Standards

2. Gather and share information about the nature and scope of financial globalization since World War II.
   2a. Discuss the role of deregulation in financial globalization.
   2b. Summarize the impact of globalization on the foreign exchange market.
   2c. Research trends relating to competition in global financial markets.
   2d. Discuss the impact of globalization on financial market sensitivity.

3. Research and share information about the global financial settings in which businesses operate.
   3a. Research the impact of globalization on businesses and summarize reasons that businesses move operations abroad.
   3b. Explain factors that affect the growth of the global financial environment.
   3c. Describe ways in which businesses can enter a foreign market.
   3d. Investigate and share details about the annual meeting of G7 nations to address international economic and political issues.
   3e. Identify which countries comprise the G20 and explain their goals for economic and financial stability in the global economy.

Unpacked Learning Objectives

Students know:

● The nature and scope of financial globalization since World War II.
● The role of deregulation in financial globalization.
● The impact of globalization on the foreign exchange market.
● The trends related to competition in global financial markets.
● How global financial settings in businesses operate.
● The impact of globalization on businesses.
● Summarize reasons that businesses move abroad.
● What factors affect the growth of the global financial environment.
● How businesses can enter a foreign market.
● The details of the annual G7 meeting that addresses international economic and political issues.
● Which countries comprise the G20 and explain their goals for economic and financial stability in the global economy.

Students are able to:

● Discuss the nature and scope of financial globalization since World War II.
● Describe the scope of globalization since World War II.
● Explain the role of deregulation in financial globalization.
● Define deregulation.
- Describe financial globalization.
- Analyze the impact of globalization on the foreign exchange market.
- Define foreign exchange market.
- Discuss trends relating to competition in global financial markets.
- Create a list of recent trends of financial globalization competition.
- Describe globalization on financial market sensitivity.
- Explain how globalization affects financial market sensitivity.
- Explain how global financial settings operate in businesses.
- Describe global financial settings.
- Discuss the impact of globalization on businesses.
- Summarize reasons that businesses move operations abroad.
- Describe the growth of the global financial environment.
- Describe some of the factors that affect the growth of global finances.
- Analyze how businesses can enter a foreign market.
- Describe the foreign market.
- Describe details of the annual G7 meeting.
- Explain the type of issues addressed at the G7.
- Discuss which countries are a part of the G20.
- Explain the goals of the G20 for economic and financial stability in the global economy.

**Students understand that:**
- The scope of financial globalization since World War II.
- There is deregulation in financial globalization.
- There is an impact of globalization on the foreign exchange market.
- There are several trends relating to competition in global financial markets.
- There are several things that impact globalization on the financial market sensitivity.
- Global financial settings operate in businesses.
- There are reasons that businesses move operations abroad.
- There are certain factors that affect the growth of the global financial environment.
- Businesses can enter a foreign market under certain circumstances.
- International economic and political issues are addressed at the G7.
- The G20 sets goals for economic and financial stability in the global economy.

<table>
<thead>
<tr>
<th>Unit Driving/Essential Question</th>
<th>What is financial globalization?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exemplar High Quality Unit Task</td>
<td>Prepare for CTSO Competitive Events.</td>
</tr>
</tbody>
</table>
## Map of Student Learning by Learning Objective

|----------------------------------|--------------------------------------------------------|------------------------------|-------------------------------------------------------------------------------------------------|---------------------------------|
| Gather information about the nature and scope of financial globalization since World War II. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
Formative: Observations of student progress - class work rubric, class discussions, quizzes, exit slips | Lesson Plan: (use Lesson 11)  
https://www.imf.org/externallnp/exr中心/students/hsthink/lesson5.pdf | SS: WWII effects on financial globalization, events that influenced financial changes  
ELA: Write a brief expository essay with sources about the nature and scope of financial globalization since World War II - following MLA style or another predetermined format. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| Explain the role of deregulation in financial globalization. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
Formative: Observations of student progress - class work rubric, class | Lecture: “What is deregulation?”  
ELA: Write a brief expository essay with sources about the role of deregulation in financial globalization. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
<table>
<thead>
<tr>
<th>Activity</th>
<th>Summative</th>
<th>Formative</th>
<th>Discussion</th>
<th>ELA</th>
<th>SS</th>
<th>Resources</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Describe the impact of globalization on the foreign exchange market.</strong></td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Formative: Observations of student progress - class work rubric, class discussions, quiz</td>
<td><a href="https://www.investopedia.com/articles/forex/11/international-events-affect-forex.asp">https://www.investopedia.com/articles/forex/11/international-events-affect-forex.asp</a></td>
<td>SS: Economic impact of globalization ELA: Write a brief expository essay about the impact of globalization on the foreign exchange market.</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
<td></td>
</tr>
<tr>
<td><strong>Analyze trends relating to competition in global financial markets.</strong></td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Formative: Observations of student progress - class work rubric, class discussions, quiz</td>
<td><a href="https://www.oecd.org/finance/financial-markets/financialmarkettrends-oecdjournal.htm">https://www.oecd.org/finance/financial-markets/financialmarkettrends-oecdjournal.htm</a></td>
<td>SS: Predict future trends based on past performance ELA: Create a digital graphic that analyzes trends relating to competition in global financial markets.</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
<td></td>
</tr>
<tr>
<td><strong>Explain the impact of globalization on financial market sensitivity.</strong></td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Formative: Observations of student progress - class work rubric, class discussions, quiz</td>
<td>Lesson/Activity: <a href="https://historyproject.uci.edu">https://historyproject.uci.edu</a></td>
<td>SS: Economic impact of globalization ELA: Write a brief expository essay about the impact of globalization on financial market sensitivity.</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
<td></td>
</tr>
<tr>
<td>Activity</td>
<td>Evaluation Method</td>
<td>Materials/Tools</td>
<td>Resource/Link</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>------------------------------------------------------------------------</td>
<td>-----------------------------------------------------------------------------------</td>
<td>---------------------------------------------------------------------------------</td>
<td>------------------------------------------------------------------------------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SS:</strong> Laws governing global businesses</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Formative: Observations of student progress - class work rubric, class discussions, quiz</td>
<td><strong>ELA:</strong> Create a brief digital presentation about the global financial settings in which businesses operate.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</strong></td>
<td><strong>Lecture/Discussion:</strong> <a href="https://www.investopedia.com/ask/answers/030515/what-percentage-global-economy-comprised-financial-services-sector.asp">https://www.investopedia.com/ask/answers/030515/what-percentage-global-economy-comprised-financial-services-sector.asp</a></td>
<td><strong>SS:</strong> Laws governing global businesses, global economic impact</td>
<td><strong>ELA:</strong> Write a brief expository essay about the impact of globalization on businesses and are able to summarize reasons that businesses move operations abroad</td>
<td><strong>Projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
ELA: Write a brief expository essay about how businesses can enter a foreign market. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| Investigate details about the annual meeting of G7 nations to address international economic and political issues. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Discussion: [https://sdg.iisd.org/events/g7-leaders-summit-2021/](https://sdg.iisd.org/events/g7-leaders-summit-2021/) | SS: Laws governing global businesses, examine how nations conduct business  
ELA: Create a digital presentation about the annual meeting of G7 nations to address international economic and political issues. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| Explain which countries comprise the G20 and explain their goals for economic and financial stability in the global economy. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Lecture/Discussion: [https://www.dfat.gov.au/trade/organisations/g20#text=The%20members%20of%20the%20G20,States%20and%20the%20European%20Union](https://www.dfat.gov.au/trade/organisations/g20#text=The%20members%20of%20the%20G20,States%20and%20the%20European%20Union) | SS: Laws governing global businesses, examine how nations conduct business  
ELA: Write a brief expository essay about 1 country in the G20 and its reasoning for joining the G20, and how the overall goal aligns with the G20 goals. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
Key Vocabulary

| WTO, consumption, capitalize, economic growth, inflation, institution, integration, accelerated, emerge, monetary system, multinational, outsource, prosperity, superpower, tariff, trade barrier, manufacturing, affluence, globalization, imbalance, monetary, regulation, stock market, standard of living, unprecedented, globalization, World Trade Organization, recession |

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

| Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip |

CTSO Connection:


Certification/Credential Connection:

Unit 4 Title: Global Markets and Investments

Content Standards

4. Explain concepts of global trade and investments.
   4a. Explain the advantages of specialization.
   4b. Describe the concept of comparative advantage.
   4c. Distinguish between portfolio investment and direct investment.
   4d. Characterize the position of the United States in global trade.

5. Explain the importance of global financial markets.
   5a. Explain how a foreign exchange market functions and how to employ forwards and futures contracts to reduce e-rate risks.
   5b. Identify the economic factors that influence exchange rates and explain how these factors work.
   5c. Differentiate among alternative strategies of global banking.

   Examples: new digital capabilities, account rationalization, universal policies

6. Research and present information on the effects of world events on financial markets.

Unpacked Learning Objectives

Students know:
- How global trade and investments affect global finances.
- What the advantages of specialization are.
- The concept of comparative advantage.
- The difference between portfolio investment and direct investment.
- The position of the United States on global trade.
- The importance of global financial markets.
- How to use forwards and futures contracts to reduce e-rate risks.
- How the foreign exchange market functions.
- Economic factors influence exchange rates.
- The difference between alternative strategies and global banking.
- That the next-generation operating model is a new way of running an organization and contains the following elements.
  - New digital capabilities.
  - Account rationalization.
  - How the U.S dollar affects U.S. export sales to foreign markets.
  - The effects of world events on global financial markets.
  - The terms natural disasters, elections, and international disputes.
• The impact the pandemics have on international supply and demand.

**Students are able to:**

• Describe the concepts of global trade and investments.
• Explain how global trade and investment affect global finance.
• Describe the advantages of specialization.
• List the advantages of specialization.
• Analyze the concept of comparative advantage.
• Explain how comparative advantage affects global finances.
• List the differences between portfolio investment and direct investment.
• Define portfolio investment and direct investment.
• Explain the difference between portfolio investment and direct investment.
• Describe the position of the United States in global trade.
• Describe global trade.
• Describe the importance of global financial markets.
• Describe the foreign exchange market.
• Explain how to use forwards and futures contracts to reduce e-rate risks.
• Explain e-rate risks.
• Explain the economic factors that influence exchange rates and how these factors work.
• Explain the alternative strategies of global banking.
• Explain how these terms relate to the next-generation operating model.
• Create a chart with the weak dollar and the strong dollar. Determine what influences they will have on the U.S. sales to foreign markets.
• Describe how the U.S. Dollar affects foreign markets.
• Explain and present the effects of world events on global financial markets.
• Explain what disasters, elections, and international disputes have in common.
• Discuss the impact of the pandemic on international supply and demand.
• Describe the international supply and demand

**Students understand that:**

• There are concepts that affect global trade and investments.
• There are numerous advantages to specialization.
• The concepts of comparative advantage affect global markets and investments.
• There are differences between portfolio investment and direct investment.
• The United States position on global trade affects global markets and investments.
• The global financial markets are important.
• Forwards and Futures contracts reduce e-rate risks.
• Economic factors influence exchange rates.
• There are different strategies for global banking.
• The next-generation model is a new way of running an organization.
- The U.S. dollar has various effects on sales to foreign markets.
- There are effects on world events on global financial markets.
- Natural disasters, elections, and international disputes all have an effect on global markets and investments.
- The pandemic has an effect on supply and demand.

<table>
<thead>
<tr>
<th>Unit Driving/Essential Question</th>
<th>How global trade and investments affect global finances.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exemplar High Quality Unit Task</td>
<td>Prepare for CTSO Competitive Events.</td>
</tr>
<tr>
<td>----------------------------------</td>
<td>--------------------------------------------------------</td>
</tr>
</tbody>
</table>
| Analyze global trade and investments. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
| Analyze the advantages of specialization. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
Formative: Observations of student progress - class work rubric, class discussions, quiz | Lecture/Discussion: [How Does Specialization Help Companies Achieve Economies of Scale?](https://example.com/specialization)  
Specialization | SS: Positive and negative economic effects of specialization  
ELA: Write a brief expository essay about the advantages of specialization. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| Understand the concept of comparative advantage. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Lecture/Discussion: [Comparative Advantage Definition](https://example.com/comparative_advantage)  
Lesson Plan: | SS: Economic impact of comparative advantage  
ELA: Create a digital graphic explaining the | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
<table>
<thead>
<tr>
<th>Formative: Observations of student progress - class work rubric, class discussions, quiz</th>
<th><strong>Comparative Advantage Lesson</strong></th>
<th><strong>Comparative Advantage</strong></th>
<th>concept of comparative advantage.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>International Trade and Comparative Advantage Lesson</strong></td>
<td>Free Download - Absolute/Comparative Advantage Activity</td>
<td><a href="https://www.teacherspayteachers.com/Product/Absolute-and-Comparative-Advantage-Assignment-Output-Method-3211441?st=f5367d0e9899c77eba760930dadd00a1">https://www.teacherspayteachers.com/Product/Absolute-and-Comparative-Advantage-Assignment-Output-Method-3211441?st=f5367d0e9899c77eba760930dadd00a1</a></td>
<td></td>
</tr>
<tr>
<td><strong>Free Download - Comparative Advantage Activity</strong></td>
<td><strong>Lecture/Discussion:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><a href="https://www.yahoo.com/video/direct-investment-vs-portfolio-investment-140307748.html?guccounter=1&amp;guce_referrer=aHR0cHM6Ly93d3cuZ29vZ2xlLmNvbS8&amp;guce_referrer_sig=AQQAAAEybXquoXSn1gCs85nVpJjZHi55Po-WBRYf34D1xOTJIK7peiJlYM9TiBT6gF-IHXOL1LwrYP4FDZHEuGem5kzc0uYvL_uZdIVcUf5YOA8lxPit53rfrN7DGOO3vmT9Zxmlukj5-M7XBX3b2ODLUh54OGIYRLFuYuEj0K3On">https://www.yahoo.com/video/direct-investment-vs-portfolio-investment-140307748.html?guccounter=1&amp;guce_referrer=aHR0cHM6Ly93d3cuZ29vZ2xlLmNvbS8&amp;guce_referrer_sig=AQQAAAEybXquoXSn1gCs85nVpJjZHi55Po-WBRYf34D1xOTJIK7peiJlYM9TiBT6gF-IHXOL1LwrYP4FDZHEuGem5kzc0uYvL_uZdIVcUf5YOA8lxPit53rfrN7DGOO3vmT9Zxmlukj5-M7XBX3b2ODLUh54OGIYRLFuYuEj0K3On</a></td>
<td><strong>SS:</strong> Compare economic impact of each</td>
<td></td>
</tr>
<tr>
<td><strong>Compare and contrast portfolio investment and direct investment.</strong></td>
<td><strong>Summative:</strong> Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td><strong>ELA:</strong> Create a digital graphic comparing and contrasting portfolio investment and direct investment.</td>
<td></td>
</tr>
<tr>
<td><strong>Formative:</strong> Observations of student progress - class work rubric, class discussions, quiz</td>
<td><strong>Lecture/Discussion:</strong></td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
<td></td>
</tr>
</tbody>
</table>
| Analyze the position of the United States in global trade. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Lecture/Discussion: Countries & Regions | United States Trade Representative | SS: Impact on national economy  
ELA: Write a brief expository essay with sources about the position of the United States in global trade, following MLA (or another predetermined) style. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| --- | --- | --- | --- | --- | --- |
| SS: Impact on national economy  
ELA: Write a brief expository essay with sources about the position of the United States in global trade, following MLA (or another predetermined) style. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| Explain the importance of global financial markets. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Lecture/Discussion: Lesson Plans Global Markets & Trade Lesson Plans - Videos & Lessons | Study.com | SS: Laws governing global businesses, examine effects of global trade on national economy  
ELA: Write a brief expository essay about the importance of global financial markets. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| SS: Laws governing global businesses, examine effects of global trade on national economy  
ELA: Write a brief expository essay about the importance of global financial markets. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| Describe how to use forwards and futures contracts to reduce e-rate risks in a foreign exchange market. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Lecture/Discussion: Forward Contracts vs. Futures Contracts: What's the Difference?  
Forward contract introduction (video) | Khan Academy | SS: Impact on economy  
ELA: Create a digital presentation that describes how to use forwards and futures contracts to reduce e-rate risks in a foreign exchange market. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| SS: Impact on economy  
ELA: Create a digital presentation that describes how to use forwards and futures contracts to reduce e-rate risks in a foreign exchange market. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
<table>
<thead>
<tr>
<th>Describe how economic factors impact exchange rates</th>
<th>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</th>
<th>Lecture/Discussion: 8 Key Factors that Affect Foreign Exchange Rates</th>
<th>SS: Impact on economy</th>
<th>ELA: Write a brief expository essay about how economic factors impact exchange rates.</th>
<th>MATH: Create tables and graphs to demonstrate how economic factors impact exchange rates in history.</th>
<th>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</th>
</tr>
</thead>
<tbody>
<tr>
<td>Explain the strategies of global banking.</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Lecture/Discussion: 6 Strategies for International Banking International Banking and Services - Video &amp; Lesson Transcript</td>
<td>SS: Impact on economy, laws governing global banking</td>
<td>ELA: Write a brief expository essay about the strategies of global banking.</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
<td></td>
</tr>
<tr>
<td>Explain the next-generation operating model:</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Lecture/Discussion: Rethinking the finance function operating model</td>
<td>SS: Impact on economy</td>
<td>ELA: Create a digital presentation about the next-generation operating model, including: new digital capabilities, account rationalization, universal policies</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
<td></td>
</tr>
<tr>
<td>Explain how an appreciated dollar influences U.S. export sales.</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Lecture/Discussion: The Impact of Currency Appreciation &amp; Depreciation on Trade</td>
<td>SS: Compare and contrast their impact on economy</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Explain how a depreciated dollar influences U.S. sales to foreign markets.</td>
<td>Formative: Observations of student progress - class work rubric, class discussions, quiz</td>
<td>**Deficits - Video &amp; Lesson Transcript</td>
<td>Study.com**</td>
<td>MATH: Solve word problems about increase and decrease of sales price of a product caused by the changes in exchange rate of U.S. dollar. ELA: Create a digital graphic comparing/contrasting the appreciated and depreciated dollar and its influences on US exports and sales to foreign markets.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
<td>---</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Describe what natural disasters, elections, and international disputes have in common.</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions Formative: Observations of student progress - class work rubric, class discussions, quiz</td>
<td>Using a Venn Diagram, Describe what natural disasters, elections, and international disputes have in common. <a href="https://www.lucidchart.com/pages/tutorial/venn-diagram">https://www.lucidchart.com/pages/tutorial/venn-diagram</a></td>
<td>SS: Impact on economy, historical figures of natural disasters ELA: Write a brief expository essay about what natural disasters, elections, and international disputes have in common.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Alabama State Department of Education, Career and Technical Education/Workforce Development, Plans of Instruction Updated as of Sep 16, 2022**
<table>
<thead>
<tr>
<th>Explain the impact the pandemic has on international supply and demand.</th>
<th>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</th>
<th>Lecture/Discussion: Why the Pandemic Has Disrupted Supply Chains</th>
<th>The White House</th>
<th>SS: Impact on economy, workers, wages, etc</th>
</tr>
</thead>
<tbody>
<tr>
<td>Formative: Observations of student progress - class work rubric, class discussions, quiz</td>
<td>Activity: Listen to Podcast/Answer Questions Trade Troubles: Learning About the Global Supply Chain and Why It's Broken - The New York Times</td>
<td>FILLING UP: LESSONS ON GAS PRICES, CONSUMER GOODS, AND THE GLOBAL SUPPLY CHAIN - World View</td>
<td>ELA: Write a brief expository essay about what impact the pandemic has on international supply and demand.</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
</tr>
</tbody>
</table>

**Key Vocabulary**

- capital markets, brokerage, clearing, commodities, credit crunch, equity, asset, bonds, broker, Chinese wall, derivatives, equity capital, markets, bonds, futures, hard market, hedge, insider dealing, investment bank, leveraging, investment management, liquidity, money market, portfolio, principal, options, risk management, private equity, secondary market, securities, short selling, yield

**Work-Based Learning, Simulated Work Experiences, and Experiential Learning:**

- Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

**CTSO Connection:**

Certification/Credential Connection:

Unit 5 Title: Money and Exchange Rates

Content Standards

1. Describe the role of the International Monetary Fund.
   7b. Differentiate between floating exchange rates and fixed exchange rates.
   7c. Outline the impact of the common European currency on the global financial system.
   7d. Read and calculate currency foreign exchange rates both manually and using an online currency converter.

Unpacked Learning Objectives

Students know:
- How the role of the international monetary system works in global finance.
- The role of the International Monetary Fund.
- The difference between the floating exchange rates and the fixed exchange rates.
- The impact of the common European currency on the global financial system.
- How to calculate currency foreign exchange rates both manually and using an online currency converter.

Students are able to:
- Analyze the role of the international monetary system in global finance.
- Explain how the international monetary system works in global finance.
- Analyze the role of the International Monetary Fund.
- Describe the difference between floating exchange rates and fix exchange rates.
- Explain floating exchange rates and fix exchange rates.
- Discuss the impact of the common European currency on the global financial system.
- Calculate currency foreign exchange rates manually and online.
- Calculate currency using a currency converter.

Students understand that:
- The international monetary system is an important part of global finance.
- International Monetary Funds are essential to money and exchange rates.
- There is a difference between the floating exchange rates and the fixed exchange rates.
- The common European currency and the global financial system are impacted by Money and Exchange Rates.
- It is important to calculate currency and foreign exchange rates.
Unit Driving/Essential Question | How does the role of the international monetary system work in global finance?  
---|---
Exemplar High Quality Unit Task | Prepare for CTSO competitive events.

### Map of Student Learning by Learning Objective

|----------------------------------|--------------------------------------------------------|-------------------------------|---------------------------------------------------------------------------------|----------------------------------|
| Describe the role of the international monetary system on global finance. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions Formative: Observations of student progress - class work rubric, class discussions, quiz | Identify the pros and cons of the International Monetary System  
Lesson Plan: Role of the International Monetary System | SS: Impact on economy, currency rates  
ELA: Write a brief expository essay about the role of the international monetary system on global finance. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
<p>| Explain the role of the International Monetary | Summative: Unit exam with multiple choice, fill-in- | Lecture/Discussion: What is the IMF? | SS: Impact on economy, currency rates | projector, computer, internet access, |</p>
<table>
<thead>
<tr>
<th>Topic</th>
<th>Assessment Type</th>
<th>Resources</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Monetary Fund (IMF): History &amp; Purpose - Video &amp; Lesson Transcript</td>
<td>Formative: Observations of student progress - class work rubric, class discussions, quiz</td>
<td>The International Monetary Fund (IMF): History &amp; Purpose - Video &amp; Lesson Transcript</td>
</tr>
<tr>
<td>The International Monetary Fund (IMF) Definition</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Watch Video: <a href="https://academy4sc.org/video/the-imf-protector-of-the-world-financial-order/">https://academy4sc.org/video/the-imf-protector-of-the-world-financial-order/</a></td>
</tr>
<tr>
<td></td>
<td>MATH: Solve word problems about converting currencies with floating exchange rates and fixed exchange rates.</td>
<td>MATH: Solve word problems about converting currencies with floating exchange rates and fixed exchange rates. Compare and contrast these two rates based on the given scenarios.</td>
</tr>
</tbody>
</table>

projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips
| Understand the impact of the common European currency on the global financial system. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions | Lecture/Discussion: Benefits - Euro | SS: Impact on economy, currency rates | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| | Formative: Observations of student progress - | Lesson 2 Activity: The Euro - Foundation For Teaching Economics | ELA: Write a brief expository essay about the impact of the common European currency on the global financial system. |
| | | Show Me the Euro | |
| | | Students will go on a virtual international shopping trip and convert currency as needed (Free Download) https://www.teacherspayteachers.com/Product/Currency-Exchange-Activity-1053792?st=5c1e8dcf6e7723014159bfb4f144c32c | |
| | | MATH: Students will be given a currency and its equivalent amounts in various foreign currencies to calculate currency foreign exchange rates. | |
### Key Vocabulary

| exchange rates, trade weighted index, commodity currency, offshore institutions, speculators, appreciation, depreciation, flexible or floating rates, exchange rates, currency |

### Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

| Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip |

### CTSO Connection:


### Certification/Credential Connection:

Unit 6 Title: Policies in Global Trading

Content Standards

8. Identify labor issues associated with global trade.
   8a. Research the importance of environmental and labor standards in global trade and share findings with peers.
   8b. Investigate the impact of global finance on wages, jobs, and the cost of living, and share the results.

9. Explain the nature of legal recourse and ethical decision-making in resolving global business disputes.
   9a. Enumerate the causes of international trade disputes.
   9b. Summarize the methods used to resolve international business disputes.
   9c. Identify trade barriers and explain their positive and negative effects on governments and businesses.

10. Explain the importance of different trade investment policies and fair trade.
    10a. Describe the role of foreign aid in global trade and investment.
    10b. Summarize the goals of the General Agreement on Tariffs and Trade (1947), the North American Free Trade Agreement, and the United States-Mexico-Canada Agreement.
    10c. Summarize laws that control and regulate global financial markets.
    10d. Discuss the role of U.S. and international law in the conduct of global finance, including the Foreign Corrupt Practices Act.

11. Summarize the current environment for business in a multinational marketplace.
    11b. Assess international investment strategies and explain how businesses can be competitive in a global environment.

Unpacked Learning Objectives

Students know:

● What labor issues are associated with global trade.
● The importance of environmental and labor standards in global trade.
● The impact of global finance on wages, jobs, and the cost of living.
● The nature of legal and ethical in resolving global business disputes.
● The causes of international trade disputes.
● The methods for resolving international business disputes.
● How trade barriers affect governments and businesses.
● How fair trade and different trade investment policies affect global trading.
● How foreign aid affects trade and investment.
● How the following agreements affect global trading: The General Agreement on Tariffs and Trade, The North American Free Trade
Agreement, United States-Mexico-Canada Agreement
● How global financial markets are controlled and regulated.
● How the current business environment in a multinational marketplace influences global trading.
● The role of the World Bank Group.
● How businesses compete in a global environment.
● Explain international investment strategies.

Students are able to:
● Describe the labor issues associated with global trade.
● List current labor issues and explain at least two.
● Discuss and share the importance of environmental and labor standards in global trade.
● Describe environmental and labor standards and their effect on global trade.
● Analyze and share the impact of global finance on wages, jobs, and the cost of living.
● Explain how wages, jobs, and cost of living affects global finance.
● Describe the legal and ethical recourse in resolving global business disputes.
● Explain some current global business disputes.
● List the causes of current and past international trade disputes.
● Describe some reasons for international trade disputes.
● Describe methods used when resolving international business disputes.
● Describe a scenario of an international business dispute.
● Describe the positive and negative effects of trade barriers on governments and businesses.
● Describe the different trade and fair trade investment policies that affect global trading.
● Explain trade investment and fair trade.
● Discuss foreign aid in global trade and investment.
● Explain different types of foreign aid.
● Discuss the laws that control and regulate global financial markets.
● Explain how global financial markets are regulated.
● Describe the Foreign Corrupt Practices Act.
● Describe the influence of the current business environment in a multinational marketplace on global finance.
● Explain multinational marketplace.
● Explain the role of the World Bank Group in global trading and finances.
● Discuss international investment strategies.
● Explain how businesses compete in a global environment.

Students understand that:
● Labor issues influence global trade.
● Environmental and labor standards affect global trade.
● The impact of global finance on wages, jobs, and the cost of living.
● There are positive and negative effects of trade barriers on governments and businesses.
● Fair trade and different investment trade influence global trading.
● Foreign aid in global trade and investment is an important part of policies in global trading.
● It is important to understand the goals of the General Agreement on Tariffs, The North American Free Trade Agreement, and The United States-Mexico-Canada Agreement.
● There are laws that control and regulate global financial markets.
● The current business environment in a multinational marketplace influences global finances.
● The World Bank Group has an influence on global trading and financing.
● Businesses can compete in a global environment by using International investment strategies.

<table>
<thead>
<tr>
<th>Unit Driving/Essential Question</th>
<th>How does a multinational marketplace influence global finances?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exemplar High Quality Unit Task</td>
<td>Prepare for CTSO Competitive Events.</td>
</tr>
</tbody>
</table>
## Map of Student Learning by Learning Objective

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Explain how global finance affects wages, jobs, and the cost of living.</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Lecture/Discussion: <a href="https://study.com/academy/">https://study.com/academy/</a></td>
<td>SS: Subsequent impact on US economy</td>
<td>projector, computer, internet access,</td>
</tr>
<tr>
<td>Explain methods to resolve international business disputes.</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Lecture/Discussion: <a href="https://acrobat.adobe.com/link/review?uri=urn:aaid:scd">https://acrobat.adobe.com/link/review?uri=urn:aaid:scd</a></td>
<td>SS: Laws governing global trade</td>
<td>projector, computer, internet access,</td>
</tr>
<tr>
<td>Explain fair trade and different trade investment policies.</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Lecture/Discussion: <a href="https://www.fairtrade-institute.org/resources/">https://www.fairtrade-institute.org/resources/</a></td>
<td>SS: Laws governing global trade</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
</tr>
<tr>
<td>Describe foreign aid in global trade and investment.</td>
<td>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions. Formative: Observations of student progress - class work rubric, class discussions, quiz.</td>
<td>Lecture/Discussion: <a href="https://www.youtube.com/watch?v=5jCKSKYAzYQ">https://www.youtube.com/watch?v=5jCKSKYAzYQ</a></td>
<td>SS: Laws governing global trade. ELA: Write a brief expository essay about foreign aid in global trade and investment.</td>
<td>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
</tr>
</tbody>
</table>
agreements/united-states-mexico-canada-agreement

https://www.c-span.org/classroom/document/?10101
<table>
<thead>
<tr>
<th>Activity</th>
<th>Summative</th>
<th>Formative</th>
<th>Lecture/Discussion</th>
<th>SS</th>
<th>ELA</th>
<th>Technology Needs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Analyze laws that regulate global financial markets.</td>
<td>Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Observations of student progress - class work rubric, class discussions, quiz</td>
<td><a href="https://www.investopedia.com/articles/economics/09/financial-regulatory-body.asp">https://www.investopedia.com/articles/economics/09/financial-regulatory-body.asp</a></td>
<td>Laws governing global trade</td>
<td>Write a brief expository essay about laws that regulate global financial markets.</td>
<td>Projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</td>
</tr>
<tr>
<td>Analyze the current business environment in a multinational marketplace.</td>
<td>Unit exam with multiple choice, fill-in-blank, and/or short answer questions</td>
<td>Observations of student progress - class work rubric, class discussions, quiz</td>
<td><a href="https://study.com/academy/lesson/the-global-marketplace-definition-lesson-quiz.html">https://study.com/academy/lesson/the-global-marketplace-definition-lesson-quiz.html</a></td>
<td>Impact on US economy, events that led to our current global economy</td>
<td>Write a brief expository essay about the current business environment in a multinational marketplace.</td>
<td></td>
</tr>
</tbody>
</table>

Alabama State Department of Education, Career and Technical Education/Workforce Development, Plans of Instruction
Updated as of Sep 16, 2022
| Analyze international investment strategies and how businesses compete in a global environment. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
Formative: Observations of student progress - class work rubric, class discussions, quiz | Lecture/Discussion:  
[https://www.investopedia.com/terms/i/international-investing.asp](https://www.investopedia.com/terms/i/international-investing.asp)  
ELA: Write a brief expository essay about international investment strategies and how businesses compete in a global environment. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
Key Vocabulary

domestic trade, exports, balance of trade, foreign exchange rate, government regulation of trade, quotas, embargos, free trade, common market, economic union, political union, European Union, foreign aid, world trade, exports, imports, balance of trade, balance of payments, quota, international trade, trade dependency, trade deficit, trade barriers, specific tariffs, subsidies, bilateral trade agreement, international trade agreements, bilateral trade agreement, multilateral trade agreement, regional trade agreement

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:


Certification/Credential Connection:

Unit 7 Title: Risk Management

Content Standards

12. Compare and contrast the characteristics of global and national financial risk management.
   12a. Identify categories of risk.
   12b. Explain processes used to address risk-management issues.
   
   *Examples: identification, risk quantification, risk response development, risk monitoring and control.*
   12c. Evaluate the process used to quantify risks based on the relationship between impact and probability.
   12d. Describe strategies for responding to risks.
   
   *Examples: avoid, transfer, mitigate, accept.*

Unpacked Learning Objectives

Students know:
- How to use global and national financial risk management in business.
- The different categories of risk.
- The processes used to address risk-management issues.
- The risk management process.
- Looking at impact versus probability is common in categorizing risk.
- Strategies for responding to risks.
- The four types of risk tolerance.

Students are able to:
- Discuss the characteristics of global and national financial risk management.
- Explain how global and national financial risk management benefit businesses.
- List the different categories of risk.
- Define five major categories of risk management.
- Describe the processes of risk-management issues.
- Describe three risk management issues.
- Describe the relationship between impact and probability to risk analysis.
- Explain the process of risk analysis.
- List strategies for responding to risks.
- Explain risk response techniques.

Students understand that:
• Global and national financial risk management are a benefit to businesses.
• There are several categories of risk.
• There are processes to deal with risk management issues.
• The risk management process is an important part of finances.
• Impact and probability are the main components of risk analysis.
• There are various strategies for responding to risks.
• There are four types of risk tolerance.

<table>
<thead>
<tr>
<th>Unit Driving/Essential Question</th>
<th>Why is managing risk important in global finance?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exemplar High Quality Unit Task</td>
<td>Prepare for CTSO Competitive Events.</td>
</tr>
</tbody>
</table>
## Map of Student Learning by Learning Objective

|----------------------------------|--------------------------------------------------------|------------------------------|-------------------------------------------------------------------------------------------------|----------------------------------|
| Describe global and national financial risk management. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
Formative: Observations of student progress - class work rubric, class discussions, quiz | Lecture/Discussion: [https://www.investopedia.com/terms/r/riskmanagement.asp](https://www.investopedia.com/terms/r/riskmanagement.asp)  
ELA: Create a digital graphic describing global and national financial risk management. | Projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| Explain the different categories of risk. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
ELA: Create a digital presentation explaining the different categories of risk. | Projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
ELA: Write a brief expository essay describing the risk management process.  
MATH: Analyze a set of data utilizing mean, median and mode.  
MATH: Solve word problems by calculating risk analysis for a job safety plan. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
| --- | --- | --- | --- | --- |
| Describe the risk management process: Identification, risk quantification, risk response development, risk monitoring and control. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
ELA: Create a digital presentation that describes the risk management process: Identification, risk quantification, risk response development, risk monitoring and control.  
MATH: Project-Students will be given various safety plans to manage risks in a workflow. They will compare the outcomes by calculating the central tendency. | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips |
<table>
<thead>
<tr>
<th>Explain that impact and probability are the two main components of risk analysis.</th>
<th>Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions</th>
<th>Lecture/Discussion: <a href="https://www.mindtools.com/pages/article/newPPM_78.htm">https://www.mindtools.com/pages/article/newPPM_78.htm</a></th>
<th>SS: Impact on business profit</th>
<th>projector, computer, internet access, lecture/presentation, exams, rubrics, exit slips</th>
</tr>
</thead>
</table>
Key Vocabulary

risk, economic risk, exchange rate risk, credit/sale risk, high dependency risk, political risk, legal risk, purchasing power, gross domestic product (GDP), foreign debt, franchise, strategic alliance, joint venture, trade bloc

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

CTSO Connection:


Certification/Credential Connection:

Unit 8 Title: Internet Research

Content Standards

13. Gather information and draw conclusions on the impact of technology on global financial markets.
   Examples: Internet, teleconferencing, webcasts, electronic communication.

13a. Explain how the cost of financial investments is affected by specific news about a company’s future profitability in global markets.

Unpacked Learning Objectives

Students know:
● How global financial markets are impacted by technology.
● Various types of virtual communication.
● How financial investments are affected by specific news about a company’s profitability.

Students are able to:
● Analyze and draw conclusions on the impact of technology on global financial markets.
● Describe some of the technology used in global financial markets.
● Explain when virtual communication is necessary.
● Discuss how specific news about a company’s future profitability in global markets affects financial investment.
● Describe how a company’s future profitability influences global markets.

Students understand that:
● Technology has an impact on global finance.
● There are several types of virtual communication.
● Specific news about a company’s future profitability in global markets affects financial investment.

<table>
<thead>
<tr>
<th>Unit Driving/Essential Question</th>
<th>How has technology changed the global financial market?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exemplar High Quality Unit Task</td>
<td>Prepare for CTSO Competitive Events.</td>
</tr>
<tr>
<td>----------------------------------</td>
<td>--------------------------------------------------------</td>
</tr>
</tbody>
</table>
### Key Vocabulary

data & analytics, cloud computing, Artificial Intelligence (AI), cyber security, Distributed Ledger Technology (DLT), technology

### Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip

### CTSO Connection:

DECA: Business Finance Series, Principles of Finance  
FBLA: International Business  
FBLA: Virtual Business Challenge

### Certification/Credential Connection:

Unit 9 Title: Career Opportunities

Content Standards

14. List business sectors that commonly seek global finance professionals.
   14a. Identify employment growth prospects for international business careers including financial analysts, policy analysts, stock traders/investors, and regulators.
   14b. Identify personal skills and characteristics that lead to success in global business careers, including being innovative, analytical, and multilingual, and describe the benefits of each.

Unpacked Learning Objectives

Students know:
- Certain business sectors seek global professionals.
- Employment growth prospects for international business careers.
- What skills lead to a successful global business career.

Students are able to:
- Discuss business sectors that seek global finance professionals.
- Explain the role of global finance professionals.
- Describe employment growth for international business careers.
- List some examples of international business careers.
- Describe personal skills and characteristics that lead to success in global business careers.
- Describe the benefits of being innovative, analytical, and multilingual.

Students understand that:

<table>
<thead>
<tr>
<th>Unit Driving/Essential Question</th>
<th>Why are soft skills important when building an international business career?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exemplar High Quality Unit Task</td>
<td>Career Research Project</td>
</tr>
<tr>
<td>----------------------------------</td>
<td>------------------------------------------------------</td>
</tr>
</tbody>
</table>
| Explain businesses that seek global finance professionals | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
| Describe employment growth prospects for international business careers. | Summative: Unit exam with multiple choice, fill-in-blank, and/or short answer questions  
Formative: Observations of student progress - class work rubric, class discussions, quiz | Lecture/Discussion: [https://www.indeed.com/career-advice/finding-a-job/international-business-degree-jobs](https://www.indeed.com/career-advice/finding-a-job/international-business-degree-jobs)  
Use OOH to locate and identify international business careers and create a chart about their predicted growth [https://www.bls.gov/ooh/](https://www.bls.gov/ooh/) | SS: Impact on US employment | projector, computer, internet access, lecture/presentation, exams, rubrics, exit slip |
| Explain how personal skills, characteristics, being | Summative: Unit exam with multiple choice, fill-in- | Lecture/Discussion: | SS: Impact on US employment | projector, computer, internet access, |
| Innovative, analytical, and multilingual, leads to a successful global business career. | Blank, and/or short answer questions | https://www.hult.edu/blog/skills-needed-in-international-business/  
https://online.hbs.edu/blog/post/international-business-skills  
https://online.edhec.edu/en/blog/international-business-skills/  
Have students participate in Mock Interviews to prepare for a career in international business | ELA: Create a digital presentation about how personal skills, characteristics, being innovative, analytical, and multilingual, leads to a successful global business career - include employment growth prospects for international business careers, and specific businesses that seek global finance professionals. | Lecture/presentation, exams, rubrics, exit slip |
Key Vocabulary

global market brand strategist, global marketing manager, global marketing technology specialist, social media coordinator, global data & analytics manager, research manager

Work-Based Learning, Simulated Work Experiences, and Experiential Learning:

Simulated Workplace, Job Shadowing, Internship, Employability Skill Training, Virtual Field Trip,

CTSO Connection:

DECA: Business Finance Series, Principles of Finance  
FBLA: International Business  
FBLA: Virtual Business Challenge

Certification/Credential Connection: