



**Foundational CTE Courses**

Career Exploration (22151^)  
Employability (22152^)  
Entrepreneurship (12053^)  
Foundations of Technology (10004^)  
Leadership & Service (22101^)

**Cluster Courses**

Introduction to Business (12051^)  
Entrepreneurial Skills (12061^)  
Personal Finance (19262^)  
Business Law (12054^)  
Business Economics (12105)  
Introduction to Financial Industries (12101)

**Pathway Courses**

<b>Accounting Pathway</b>	<b>Banking Services Pathway</b>	<b>Business Finance Pathway</b>	<b>Insurance Pathway</b>	<b>Securities &amp; Investments Pathway</b>
Accounting I (12104^)	Principles of Banking (12102)	Accounting I (12104^)	Risk Management & Insurance (12106)	Banking Services (12102)
Accounting II (12108)	Accounting I (12104^)	Investment Planning (12107)	Principles of Selling (12202)	Accounting I (12104^)
Advanced Accounting (12109^)	International Business & Marketing (12056^)	Risk Management & Insurance (12106)		International Business & Marketing (12056^)
	Principles of Selling (12202)	International Business & Marketing (12056^)		Principles of Selling (12202)
	Investment Planning (12107)			Risk Management & Insurance (12106)
	Principles of Insurance (12106)			Investment Planning (12107)

**Dual Credit Courses**

Visit [www.sdmylife.com](http://www.sdmylife.com) for a full list of dual credit courses in the Finance Career Cluster.

**Supporting Academic Courses**

Algebra I (02052^)  
Psychology (04254^)  
Sociology (04258^)  
Economics (04201^)  
US Government (04151^)  
Probability & Statistics (02201)

**Capstone CTE Courses**

Entrepreneurship Experience (80026)  
Senior Experience (80019^)  
Youth Apprenticeship (80020)  
Service Learning (22104)  
Youth Internships (80018^)

^Denotes course is available on the SD Virtual School (<http://www.sdv.s.k12.sd.us/>)



## Accounting I

Career Cluster	Finance
Course Code	12104
Prerequisite(s)	None
Credit	.5 or 1.0 credit
Program of Study and Sequence	Cluster courses – Accounting I – Accounting II or Advanced Accounting – Advanced pathway courses – Capstone experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	Guest speakers, project-based learning, community outreach, internships, field trips, and industry partnerships
Industry Certifications	National Career Readiness Certificate (NCRC)
Dual Credit or Dual Enrollment	<a href="https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf">https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf</a>
Teacher Certification	Business Management & Administration Cluster Endorsement; Marketing Cluster Endorsement; Finance Cluster Endorsement; Accounting Pathway Endorsement; Banking Services & Business Finance Pathway Endorsement; Insurance, Securities & Investments Pathway Endorsement; *Business Education
Resources	

### Course Description

Accounting is the language of business and an integral aspect of all business activities. Accounting I introduces concepts and principles based on a double entry system of maintaining financial records for a sole proprietorship, partnership, and corporation. It includes analyzing business transactions, journalizing, posting, and preparing worksheets and financial statements. Technology and Computerized accounting may be incorporated where resources are available.

### Program of Study Application

Accounting I is the first course in the Accounting pathway in the Finance cluster. This course is a prerequisite for the remaining pathway courses of Accounting II and Advanced Accounting.

## Course Standards

### A 1: Examine the role of accounting in business..

<i>Webb Level</i>	
Two Recall	A 1.1 Identify career opportunities in the accounting profession.
Three Strategic Thinking	A 1.2 Compare and contrast various types of business ownership and accounting principles that apply.
Two Skill/Concept	A 1.3 Comprehend proper cash management techniques and prepare necessary documents and transactions.

### A 2: Demonstrate the basic principles and procedures of the accounting cycle.

<i>Webb Level</i>	<i>Sub-indicator</i>
Three Strategic Thinking	A 2.1 Examine, analyze, and categorize financial transactions.
Three Strategic Thinking	A 2.2 Assess the accounting equation as a guide to journalize transactions.
Three Strategic Thinking	A 2.3 Post information from journals into general and subsidiary ledgers.
Four Extended Thinking	A 2.4 Analyze and complete payroll using appropriate accounting practices.

### A 3: Create and interpret financial statements.

<i>Webb Level</i>	<i>Sub-indicator</i>
Three Strategic Thinking	A 3.1 Complete and analyze an accounting worksheet.
Three Strategic Thinking	A 3.2 Prepare and interpret formal end-of-fiscal period financial statements.



## Accounting II

Career Cluster	Finance
Course Code	12108
Prerequisite(s)	Accounting I
Credit	.5 or 1.0 credit
Program of Study and Sequence	Cluster courses – Accounting I – Accounting II and/or Advanced Accounting – Advanced pathway courses – Capstone experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	Guest speakers, project-based learning, community outreach, internships, field trips, and industry partnerships
Industry Certifications	National Career Readiness Certificate (NCRC), Quickbooks
Dual Credit or Dual Enrollment	<a href="https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf">https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf</a>
Teacher Certification	Business Management & Administration Cluster Endorsement; Marketing Cluster Endorsement; Finance Cluster Endorsement; Accounting Pathway Endorsement; Banking Services & Business Finance Pathway Endorsement; Insurance, Securities & Investments Pathway Endorsement; *Business Education
Resources	

### Course Description

Students in Accounting II will develop advanced skills that build upon those acquired in Accounting I. Additional accounting skills such as departmentalized accounting, reconciling uncollectible accounts, calculating depreciation on assets, interpreting financial information, and calculating notes and interest will be developed. Computerized accounting may be incorporated where resources are available.

### Program of Study Application

Accounting II is a continuing course in the Accounting Pathway of the Finance cluster. Accounting I must be completed as a prerequisite and Advanced Accounting may be taken to complete the Accounting Pathway. Followed by a Capstone Experience.

## Course Standards

### All 1: Demonstrate advanced principles and procedures of the accounting cycle.

<i>Webb Level</i>	<i>Sub-indicator</i>
Three Strategic Thinking	All 1.1 Analyze and prepare financial transactions for a departmentalized accounting system.
Three Strategic Thinking	All 1.2 Apply accounting control system procedures to maintain accurate records.

### All 2: Demonstrate advanced accounting procedures.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	All 2.1 Demonstrate the ability to handle uncollectible accounts/bad debts.
Two Skill/Concept	All 2.2 Examine and apply the principles for plant assets and depreciation of assets.
Three Strategic Thinking	All 2.3 Analyze the principles for notes payable and notes receivable.
Three Strategic Thinking	All 2.4 Analyze the principles for accruals.

### All 3: Perform accounting functions specific to corporations.

<i>Webb Level</i>	<i>Sub-indicator</i>
Four Extended Thinking	All 3.1 Analyze the factors that affect acquiring additional capital, issuing stock, and calculating and paying dividends.
Four Extended Thinking	All 3.2 Analyze and interpret financial statements for corporations.



## Advanced Accounting

Career Cluster	Finance
Course Code	12109
Prerequisite(s)	Accounting I and Accounting II
Credit	.5 or 1.0 credit
Program of Study and Sequence	Cluster courses – Accounting I – Accounting II and/or Advanced Accounting – Capstone Experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	Internship
Industry Certifications	National Career Readiness Certificate (NCRC), Quickbooks
Dual Credit or Dual Enrollment	<a href="https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf">https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf</a>
Teacher Certification	Business Management & Administration Cluster Endorsement; Marketing Cluster Endorsement; Finance Cluster Endorsement; Accounting Pathway Endorsement; Banking Services & Business Finance Pathway Endorsement; Insurance, Securities & Investments Pathway Endorsement; *Business Education
Resources	

### Course Description

Advanced accounting will develop knowledge and skills for cost accounting practices for merchandising and manufacturing businesses. Students will be exposed to specialized managerial accounting functions pertaining to corporations and not-for-profit organizations.

### Program of Study Application

Advanced accounting is a continuing pathway course of the accounting pathway of the finance cluster. Accounting II must be completed as a prerequisite and a capstone experience is encouraged.

## Course Standards

### AA 1: Utilize cost accounting methods to track, record, and analyze business costs.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	AA 1.1 Explain and demonstrate appropriate cost accounting practices for a departmentalized merchandising business.
Two Skill/Concept	AA 1.2 Explain and demonstrate appropriate cost accounting practices for a manufacturing business.

### AA 2: Assess and interpret the financial conditions of corporations to make informed business decisions.

<i>Webb Level</i>	<i>Sub-indicator</i>
Four Extended Thinking	AA 2.1 Evaluate and assess budget reports to make business decisions.
Two Skill/Concept	AA 2.2 Demonstrate specialized accounting procedures to track cash flows.

### AA 3: Demonstrate budgeting, accounting and financial reporting for not-for-profit organizations.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	AA 3.1 Perform special accounting functions pertaining to budgeting for not-for-profit organizations.
Three Strategic Thinking	AA 3.2 Prepare financial statements for not-for-profit organizations.



## Introduction to Financial Industries

Career Cluster	Finance
Course Code	12101
Prerequisite(s)	None
Credit	0.5
Program of Study and Sequence	Foundation Courses -- Introduction to Financial Industries – Accounting I or Principles of Banking or Principles of Insurance or Investment Planning – Advanced Cluster Courses – Capstone Experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	Guest speakers, project-based learning, community outreach, internships, field trips, and industry partnerships
Industry Certifications	National Career Readiness Certificate (NCRC)
Dual Credit or Dual Enrollment	<a href="https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf">https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf</a>
Teacher Certification	Business Management & Administration Cluster Endorsement; Finance Cluster Endorsement; Business Education
Resources	

### Course Description

This course focuses on the banking and financial industries including an understanding of economics as the underlying basis of the transfer and growth of money in our system. Students will gain knowledge of the securities, banking, and insurance industries with information that will not only help them to be a better consumer but also help them to make decisions about careers in the various fields of finance. The course provides information on financial planning and counseling and how it relates to financial services.

### Program of Study Application

Introduction to financial industries is a cluster course within the finance cluster. Introduction to financial industries would be preceded by a foundation course and would prepare a student to enter any of the pathways within the finance cluster.

## Course Standards

### IFS 1: Explain how economics relates to the banking and financial industries.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	IFS 1.1 Describe the role of the Federal Reserve and how interest rates affect the economy.
Two Skill/Concept	IFS 1.2 Explain inflation, deflation, recession, depression and their impact on the banking and financial industries.

### IFS 2: Analyze investment opportunities as they relate to the financial industry.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	IFS 2.1 Explain the structure of the securities market.
Three Strategic Thinking	IFS 2.2 Differentiate mutual funds, corporate, and government bonds as they relate to investing.

### IFS 3: Examine the various types of insurance handled in the financial industry.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	IFS 3.1 Discuss property and casualty insurance.
Two Skill/Concept	IFS 3.2 Compare types of life insurance policies.

### IFS 4: Examine financial planning and counseling and how it relates to financial Industries.

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	IFS 4.1 Identify successful strategies to help individuals/families achieve financial goals.
One Recall	IFS 4.2 Discuss the importance of confidentiality when working one-on-one with individuals/families as they work through their financial challenges.
One Recall	IFS 4.3 Explain the importance of avoiding consumer fraudulent activities and the importance of consumer ethics.

### IFS 5: Explain industry, consumer and career practices.

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	IFS 5.1 Identify the difference between banks and credit unions.
Two Skill/Concept	IFS 5.2 Describe the loan process. Describe the consequences of extending the loan life to achieve lower monthly payments.
Two Skill/Concept	IFS 5.3 Explore career-ready practices.



## Investment Planning

Career Cluster	Finance
Course Code	12107
Prerequisite(s)	None
Credit	0.5
Program of Study and Sequence	Cluster Courses – Introduction to Financial Industries – Investment Planning – Principles of Insurance – Advanced Pathway Courses – Capstone Experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	Guest speakers, project-based learning, community outreach, internships, field trips, and industry partnerships
Industry Certifications	National Career Readiness Certificate (NCRC)
Dual Credit or Dual Enrollment	<a href="https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf">https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf</a>
Teacher Certification	Business Management & Administration Cluster Endorsement; Finance Cluster Endorsement; Insurance, Securities & Investments Pathway Endorsement; *Business Education
Resources	

### Course Description

This course defines and analyzes the investment goals of a client, investment tools used, and investment recommendations prescribed to develop a client investment portfolio. Students will gain an understanding of the concepts of investment regulation, client assessment, investment theory, financial markets, strategies, and modern portfolio theory.

### Program of Study Application

Investment planning is a second pathway course in the finance cluster, financial services and planning pathway. The course would be preceded by introduction to financial industries or principles of banking. Completion of investment planning would prepare a student to participate in an advanced cluster course or capstone experience.

## Course Standards

### INV 1: Describe laws and regulations to manage transactions in the securities and investments industry.

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	INV 1.1 Explain regulations and ethical practices of the securities and investments industry.
One Recall	INV 1.2 Describe fundamental concepts of real estate law.
One Recall	INV 1.3 Explain the nature and scope of real estate titling.

### INV 2: Identify the financial tools used in the securities and investments industry.

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	INV 2.1 Explain securities and investments products and their benefits.
One Recall	INV 2.2 Describe investment analysis and selection processes.
Four Extended Thinking	INV 2.3 Select investments for clients.
Two Skill/Concept	INV 2.4 Evaluate an asset appraisal to determine their value.

### INV 3: Plan, monitor and manage day-to-day securities and investments operations.

<i>Webb Level</i>	<i>Sub-indicator</i>
Four Extended Thinking	INV 3.1 Implement securities and investments operations activities.

### INV 4: Explore careers in the securities and investments industry

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	INV 4.1 Identify careers in securities, investments, and real estate.
One Recall	INV 4.2 Understand the role of securities and investments licensing and certification programs.

### INV 5: Investigate strategies to Educate and attract potential customers.

<i>Webb Level</i>	<i>Sub-indicator</i>
Three Strategic Thinking	INV 5.1 Prospecting customers to grow a customer base.



## Personal Finance

Career Cluster	Finance
Course Code	19262
Prerequisite(s)	None
Credit	0.5
Program of Study and Sequence	Foundation course-personal finance-pathway
Student Organization	DECA, FBLA, FCCLA
Coordinating Work-Based Learning	Guest speakers, project-based learning, community outreach, internships, field trips, and industry partnerships
Industry Certifications	National Career Readiness Certificate (NCRC)
Dual Credit or Dual Enrollment	<a href="https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf">https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf</a>
Teacher Certification	Business Management & Administration Cluster Endorsement; Finance Cluster Endorsement; Marketing Cluster Endorsement; FACS Endorsement; 7-12 Mathematics Education; 7-12 Social Science Education-Economics; *Business Education
Resources	<a href="http://practicalmoneyskills.com/foreducators/lesson_plans/ngpf.org">http://practicalmoneyskills.com/foreducators/lesson_plans/ngpf.org</a> <a href="http://takechargetoday.arizona.edu">takechargetoday.arizona.edu</a> <a href="http://finance.yahoo.com">finance.yahoo.com</a> <a href="http://msnmoney.com">msnmoney.com</a> <a href="http://morningbrew.com">morningbrew.com</a>

### Course Description

This course will provide a foundational understanding for making informed personal financial decisions leading to financial independence.

### Program of Study Application

This is a cluster course in the finance career cluster. It is recommended to take a foundation course before taking the personal finance course.

## Course Standards

### PF 1: Analyze elements that affect personal income.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	PF 1.1 Explain controllable factors involved in personal finance.
Two Skill/Concept	PF 1.2 Analyze factors that affect take home pay.

### PF 2: Implement processes involved in managing personal finances.

<i>Webb Level</i>	<i>Sub-indicator</i>
Four Extended Thinking	PF 2.1 Execute a rational decision-making process considering alternatives and consequences.
Two Skill/Concept	PF 2.2 Differentiate among various money management tools.
Three Strategic Thinking	PF 2.3 Generate a system to organize finances and maintain records.

### PF 3: Use an informed decision-making process to manage credit and debt.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	PF 3.1 Differentiate the sources, costs and benefits of using consumer credit.
Two Skill/Concept	PF 3.2 Explain the positive and negative consequences of using credit.

### PF 4: Evaluate savings and investment options to meet short- and long-term goals.

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	PF 4.1 Explain how saving contributes to financial security.
Two Skill/Concept	PF 4.2 Explain how investing builds wealth and helps meet financial goals.

### PF 5: Use appropriate and cost-effective risk management strategies.

<i>Webb Level</i>	<i>Sub-indicator</i>
Four Extended Thinking	PF 5.1 Evaluate how risk management protects against financial loss.
Three Strategic Thinking	PF 5.2 Determine how consumer protection laws protect consumers.



## Principles of Banking

Career Cluster	Finance
Course Code	12102
Prerequisite(s)	None
Credit	.5
Program of Study and Sequence	Cluster Courses -- Personal Finance – Principles of Banking – Principles of Selling and Advertising – Advanced Pathway Courses -- Capstone Experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	Guest speakers, project-based learning, community outreach, internships, field trips, and industry partnerships
Industry Certifications	National Career Readiness Certificate (NCRC)
Dual Credit or Dual Enrollment	<a href="https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf">https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf</a>
Teacher Certification	Business Management & Administration Cluster Endorsement; Finance Cluster Endorsement; Marketing Cluster Endorsement; Accounting Pathway Endorsement; Banking Services & Business Finance Pathway Endorsement; Insurance, Securities, & Investments Pathway Endorsement; *Business Education
Resources	

### Course Description

This course explores the fundamental principles and practices of banking and credit in the United States giving an overview of the concepts of banking services including the following: money and banking, customer service, lending fundamentals, banking regulations for handling financial transactions, and basic compliance regulations.

### Program of Study Application

Principles of banking is the first course in the finance cluster, banking pathway. This course is a prerequisite for the remaining pathway courses in the banking services and securities & investments pathways.

## Course Standards

**BNKS 1: Describe laws and regulations to manage business operations and transactions in the banking industry.**

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	BNKS 1.1 Understand a compliance program and how it protects the company's well-being.
One Recall	BNKS 1.2 Describe regulations and ethical practices governing banking services.

**BNKS 2: Understand how to create and maintain positive, ongoing relationships with banking customers.**

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	BNKS 2.1 Understand how to develop positive relationships with customers to enhance company image.
Three Strategic Thinking	BNKS 2.2 Manage a profitable investment portfolio to build customer relationships.

**BNKS 3: Manage the use of financial resources to enhance banking performance.**

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	BNKS 3.1. Describe the manner in which banks generate profit.
Four Extended Thinking	BNK 3.2. Utilize financial formulas commonly used in banking to determine the growth and stability of banking services.

**BNKS 4: Understand banking technology.**

<i>Webb Level</i>	<i>Sub-indicator</i>
Four Extended Thinking	BNKS 4.1. Utilize banking technology to increase workplace efficiency and effectiveness.
One Recall	BNKS 4.2 Understand how consumer banking products and processes are evolving through the use of technology.

**BNKS 5: Plan, monitor and manage the day-to-day activities within a banking organization to ensure secure operations.**

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	BNKS 5.1. Describe how bank security programs minimize chance for loss.
Two Skill/Concept	BNKS 5.2 Demonstrate the proper procedures for cash transactions.
Two Skill/Concept	BNKS 5.3. Describe the loan application process to determine creditworthiness of customers.
Two Skill/Concept	BNKS 5.4. Discuss real estate lending and servicing.
One Recall	BNKS 5.5. Discuss problem loan management.

**BNKS 6: Determine client needs and wants.**

<i>Webb Level</i>	<i>Sub-indicator</i>
Two Skill/Concept	BNKS 6.1 Describe sales techniques to acquire new business.
Three Strategic Thinking	BNKS 6.2 Demonstrate sales techniques to acquire new business.

**BNKS 7: Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in banking services.**

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	BNKS 7.1. Describe the importance of ethical practices in the banking industry.
One Recall	BNKS 7.2. Identify the nature and scope of types of banking institutions.
One Recall	BNKS 7.3. Acquire knowledge of banking processes and services.
Two Skill/Concept	BNKS 7.4. Explore the career pathways that exist within the banking industry.

Proposed



## Principles of Insurance

Career Cluster	Finance
Course Code	12106
Prerequisite(s)	None
Credit	0.5
Program of Study and Sequence	Cluster Courses – Introduction to Financial Industries – Principles of Insurance or Investment Planning – Advanced Cluster Courses – Capstone Experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	Guest speakers, project-based learning, community outreach, internships, field trips, and industry partnerships
Industry Certifications	National Career Readiness Certificate (NCRC)
Dual Credit or Dual Enrollment	<a href="https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf">https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf</a>
Teacher Certification	Business Management & Administration Cluster Endorsement; Marketing Cluster Endorsement; Finance Cluster Endorsement; Insurance, Securities & Investments Pathway Endorsement; *Business Education
Resources	

### Course Description

Principles of Insurance focuses on learning about the various types of insurance. The course will explore the opportunities of careers in insurance. Students will gain an understanding of risk management and the benefits of insurance.

### Program of Study Application

Principles of Insurance is a second pathway course in the finance cluster, financial services and planning pathway. The course would be preceded by introduction to financial industries or principles of banking. Completion of principles of insurance would prepare a student to participate in an advanced cluster course or capstone experience.

## Course Standards

**RMI 1: Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in insurance.**

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	RMI 1.1. Describe essential knowledge and skills needed to be employed in the insurance industry.
One Recall	RMI 1.2. Explore roles and responsibilities associated with careers in the insurance industry.
One Recall	RMI 1.3. Describe insurance licensing and certification programs.

**RMI 2: Acquire product knowledge to communicate product benefits and to ensure appropriateness of product for the customer.**

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	RMI.2.1 Discuss the components of automobile insurance coverage.
One Recall	RMI.2.2 Discuss the components of health insurance coverage.
One Recall	RMI.2.3 Discuss the components of life insurance coverage.
One Recall	RMI.2.4 Discuss the components of homeowner's and renter's insurance.

**RMI 3: Determine client needs and wants to guide purchase decisions and enhance future insurance business opportunities.**

<i>Webb Level</i>	<i>Sub-indicator</i>
Four Extended Thinking	RMI 3.1. Construct an insurance plan based on the consumer's insurance needs.
Three Strategic Thinking	RMI.3.2 Evaluate existing client insurance and risk management needs.

**RMI 4: Describe laws and regulations to manage transactions in the insurance industry.**

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	RMI 4.1. Define regulations that ensure compliance and demonstrate adherence to insurance industry regulations.
One Recall	RMI 4.2. Explain legal concepts and ethics pertinent to the insurance industry.

**RMI 5: Evaluate underwriting techniques and strategies to determine the risk posed by potential insurance clients.**

<i>Webb Level</i>	<i>Sub-indicator</i>
Three Strategic Thinking	RMI 5.1. Analyze the risk posed by potential clients in order to make insurance approval/denial decisions.