



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	https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf
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.