



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