

## PERSONAL FINANCE SECTION A

\*each three month period represents a trimester

XXXXXXXXXXXXXXXXXXXX	DEC	JAN	FEB
<b>Essential Questions</b>	How can I transfer what I've learned to the business world?	How do I know what my customers want?	How tough is it to keep track of my business' money?
<b>Content</b>  in terms of essential concepts and topics	Personnel  Production  Purchasing  Sales	Marketing  Distribution  Services  Accounting	Accounting  Financial Management  Planning
<b>Standards/Skills</b> i.e., processes and skills emphasized Indiana Academic Standards plus MCSC skills	1.1.9 3.3.5 1.2.7 3.5.3 1.2.8 3.5.4 1.2.9 5.1.1 2.1.1 5.1.2 2.1.3 2.1.4 3.3.3 3.3.4	2.1.5 5.1.4 5.1.5 5.1.6 5.1.7 5.1.8	3.3.6 3.4.1 3.4.2 3.5.1 3.5.2 4.2.1 4.2.2 4.3.7 4.3.8
<b>Products/Assessments</b>  It is assumed that teachers will assess students with traditional tests.	Travel Itinerary & pricing project	Marketing survey & graph	Accounting Project
	Chapter Homework Assignments Unit Tests		