

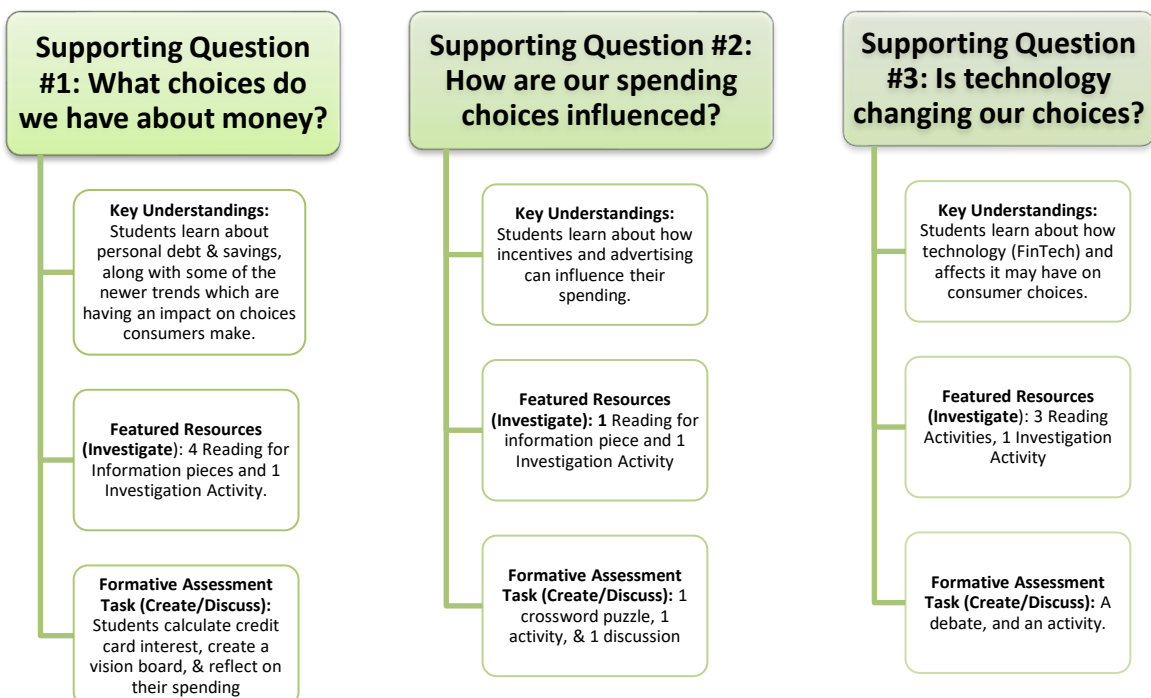
Grade 5 Lesson 3

Compelling Question: How does making choices affect personal finance?

IL Financial Literacy Standard	SS.FL.4.5: Explain that interest is the price the borrower pays for using someone else's money.	
IL Econ Standard (when applicable- this row can be deleted)	SS.EC.2.5: Discover how positive incentives (e.g. sales prices and earning money) and negative incentives influence behavior in our nation's economy and around the world.	SS.IS.8.3-5: Use listening, consensus building, and voting procedures to decide on and take action in their classroom and their school.
Inquiry Standard	SS.IS.2.3-5: Create supporting questions to help answer essential questions in an inquiry.	SS.IS.3.3-5: Determine sources representing multiple points of view that will assist in answering essential questions.
	SS.IS.4.3-5: Gather relevant information and distinguish among fact and opinion to determine credibility of multiple sources.	SS.IS.5.3-5: Develop claims using evidence from multiple sources to answer essential questions.
	SS.IS.6.3-5: Construct and critique arguments and explanations using reasoning examples, and details from multiple sources.	SS.IS.7.3-5: Identify a range of local problems and some ways in which people are trying to address these problems.
Student Outcomes	<ul style="list-style-type: none"> • Students evaluate their savings potential and come up with a savings plan. • Students compare and contrast interest rates and payoffs to determine real value. • Students can calculate interest and connect it to their world. • Students can explain cryptocurrency and how digital money may become the currency of the future. 	

Ask

Compelling Question: How does making choices affect personal finance?



Introduction to Lesson

The compelling question for this lesson is *How does making choices affect personal finance?* Students learn that most people make choices every day regarding money and their personal finances. Activities in the first supporting question focus on personal debt, savings, and newer trends having an impact on choices consumers make. The second supporting question looks at ways incentives and advertising influence their spending choices. The third supporting question focuses on technology impacting the financial industry (known as FinTech), how consumers are used to 'instant gratification', and the impact those items may have on money-related choices.

The lesson is structured as follows: Each lesson consists of three supporting questions that directly ties in to the compelling question. Each supporting question gets a little tougher as you progress through the lesson. Each supporting question includes an Investigate and Create/Discuss section. The Reflect section is located towards the end of the lesson which provides students a chance to demonstrate their knowledge of money and allows you to have a summative evaluation.

Supporting Question #1: How does advertising influence our spending choices?

Investigate

Reading for Information – Personal Debt: Students read an article about personal debt.

Reading for Information– Credit Cards: Students read an article on credit cards, costs associated with them, and paying off balances.

Reading for Information - Personal Savings: Students read an article on personal savings trends in the United States.

Reading for Information– Choices about Money: Students read an article about some of the newer trends including streaming services and eating out.

Investigation Activity – Card Options: Students investigate a variety of card options including prepaid, credit, debit, and store to determine pros and cons with each of type of card.

Create/Discuss

Featured Resources

Credit Card Activity: Students work through an activity calculating interest for various credit card purchases.

How Do You Compare Activity: Students will look at recent teen spending and compare their personal expenses to the graph.

My Financial Vision Board: Students create a poster board with visual representations depicting their short- and long-term goals.

Writing Prompt: Students will write their thoughts on a quote about savings and wants.

Supporting Question #2: How does advertising influence our spending choices?

Investigate

Featured Resources

Reading for Information – Incentives: Students learn about positive and negative incentives influence behavior.

Teenagers and Advertising Activity: Students track the type of ads during a TV show for one week and reflect on their connections.

Investigation Activity – Incentives: Students select whether to investigate positive or negative incentives. They identify an example within their community, within their state, within the United States, and within the world.

Create/Discuss	
Featured Resources	
Incentives Puzzle:	Student complete a crossword puzzle about incentives.
Incentives Discussion:	Students discuss findings from their investigation activity. What are examples of incentives they found within their community, within their state, within the United States, and within the world.
Pop-Up Ads Activity:	Students will track pop up ads that are targeted towards them and evaluate if they have any impact on them.

Supporting Question #3: Is technology influencing our choices?

Investigate	
Featured Resources	
Reading for Information - Personal Finance and Technology:	Students read an article about personal finance apps
Reading for Information- Blockchains:	Students read about the basics of blockchain.
Reading for Information – Instant Gratification:	Students read a story about a group of teenagers and being able to receive almost anything they want in an instant.
Cryptocurrency Investigation:	Students investigate another form of digital currency.
Digital Money Investigation:	Students work in groups to research and explore digital money. They will create a presentation that provides general information about its purpose including the pros and cons of this form of digital cash. Students should explore ideas about cybersecurity and other factors that impact the success of this new and trendy phenomenon.

Create/Discuss	
Featured Resources	
Digital Money Debate:	After completing the investigation on cryptocurrency and blockchain, students will debate this question: <i>Will using digital money be the way of the future?</i>
Consumer Awareness Alert:	Students write a blog post to bring awareness about any dangers involving impulse purchases.

Ask: How does making choices affect personal finance?

Reflect	
Summative Assessment Performance Activities	
Task	Construct an argument, supported by evidence that addresses how choices can affect personal finance.
	Fallen Phrase Puzzle: The fallen phrase is the essential question for this lesson. After students solve the puzzle, they are asked to list five ways making choices affects personal finance.
Extensions/Actions	Submit posters to Econ Illinois' Economic Concepts Poster Contest. For more information, visit www.econillinois.org .
	Host a Money Fair at your school. For more information, visit www.econillinois.org .
	Design your own cipher. Develop a key and then create cryptic messages for your classmates to investigate.