

**National Content Standards for Grades 9–12**

**LESSON #1 Getting Started: Goods and Services**

**Economics**

**Standard 2: Understands characteristics of different economic systems, economic institutions, and economic incentives**

5. Understands that in every economic system consumers, producers, workers, savers, and investors respond to incentives in order to allocate their scarce resources to obtain the highest possible return, subject to the institutional constraints of their society

**Standard 6: Understands the roles government plays in the United States economy**

3. Understands that most state and local government revenues come from sales taxes, grants from the federal government, personal income taxes, and property taxes, and are used to fund education, public welfare, road constructions and repair, and public safety

5. Understands that governments provide an alternative method to markets for supplying goods and services when it appears that the benefits to society of doing so outweigh the costs to society but that not all individuals will bear the same costs or share the same benefits of these

**LESSON #2 Who Am I?: Student Self-Discovery**

**Economics**

**Standard 2: Understands characteristics of different economic systems, economic institutions, and economic incentives**

5. Understands that in every economic system consumers, producers, workers, savers, and investors respond to incentives in order to allocate their scarce resources to obtain the highest possible return, subject to the institutional constraints of their society

**Language Arts**

**Writing Standard 1: Uses the general skills and strategies of the writing process**

11. Writes reflective compositions

**Life Skills**

**Life Work Standard 4: Studies or pursues specific job interests**

7. Analyzes a current job or job interest, its future possibilities, and requirements with respect to one’s set of work skills, knowledge, and attitudes

**Life Work Standard 5: Makes general preparation for entering the work force**

18. Evaluates potential career choices in relation to personal interests, strengths, and values

**Self-Regulation Standard 1: Sets and manages goals**

11. Displays a sense of personal direction and purpose

**Self-Regulation Standard 2: Performs self-appraisal**

8. Understands how hobbies, personal interests, and aptitudes can lead to a career

10. Understands preferred working environments

13. Identifies personal motivational patterns, personality characteristics, and style.

**Thinking and Reasoning Standard 5: Applies basic trouble-shooting and problem-solving techniques**

2. Selects the most appropriate strategy or alternative for solving a problem

**Working With Others Standard 4: Displays effective interpersonal communication skills**

4. Provides feedback in a constructive manner, and recognizes the importance of seeking and receiving constructive feedback in a nondefensive manner

**LESSON #3 The View From the Top of the Mountain**

**Language Arts**

**Writing Standard 4: Gathers and uses information for research purposes**

3. Uses a variety of primary sources to gather information for research topics

**Life Skills**

<b>Life Work Standard 4: Studies or pursues specific job interests</b>
7. Analyzes a current job or job interest, its future possibilities, and requirements with respect to one’s set of work skills, knowledge, and attitudes
8. Uses multiple resources to obtain information about prospective jobs
<b>Life Work Standard 5: Makes general preparation for entering the work force</b>
6. Understands significant life decisions and their effect on the present
10. Establishes an explicit career action plan, including short- and long-term goals
11. Makes an accurate appraisal of available work options, prior work experience, career goals, personal character, job references, and personal aptitudes
<b>Self-Regulation Standard 1: Sets and manages goals</b>
2. Creates an action plan to achieve long-term goals that includes strategic, practical steps and that accounts for the resources needed to achieve these goals
3. Identifies and monitors resources necessary to achieve a goal
8. Makes a cumulative evaluation of a goal according to explicit criteria
15. Uses a variety of resources to explore career options
18. Evaluates potential career choices in relation to personal interests, strengths, and values
<b>Working With Others Standard 4: Displays effective interpersonal communication skills</b>
13. Acknowledges the strengths and achievements of others
<b>LESSON #4 Busting the Gender Gap</b>
<b>United States History</b>
<b>Standard 26: Understands the economic boom and social transformation of post-World War II United States</b>
1. Understands scientific and technological developments in America after World War II
<b>Standard 29: Understands the struggle for racial and gender equality and for the extension of civil liberties</b>
2. Understands conflicting perspectives on different issues addressed by the women’s rights movement
<b>Standard 31: Understands economic, social, and cultural developments in the contemporary United States</b>
1. Understands how changes in the national and global economy have influenced the workplace
5. Understands major contemporary social issues and the groups involved
<b>Language Arts</b>
<b>Writing Standard 4: Gathers and uses information for research purposes</b>
3. Uses a variety of primary sources to gather information for research topics
<b>Technology</b>
<b>Standard 3: Understands the relationships among science, technology, society, and the individual</b>
5. Knows examples of advanced and emerging technologies and how they could impact society
8. Knows the role of technology in a variety of careers
9. Knows that the rate of technological development and diffusion is increasing rapidly, even though individual technologies may be developed at a slow pace due to technical difficulties or consumer resistance
<b>LESSON #5 Mentors: Students Learn From Others</b>
<b>Language Arts</b>
<b>Writing Standard 4: Gathers and uses information for research purposes</b>

3. Uses a variety of primary sources to gather information for research topics
<b>Listening and Speaking Standard 8: Uses listening and speaking strategies for different purposes</b>
3. Uses a variety of strategies to enhance listening comprehension
4. Adjusts message wording and delivery to particular audiences and for particular purposes
<b>Life Skills</b>
<b>Life Work Standard 4: Studies or pursues specific job interests</b>
7. Analyzes a current job or job interest, its future possibilities, and requirements with respect to one's set of work skills, knowledge, and attitudes
8. Uses multiple resources to obtain information about prospective jobs
<b>Life Work Standard 5: Makes general preparation for entering the work force</b>
15. Uses a variety of resources to explore career options
19. Analyzes information associated with careers of interest
<b>Working With Others Standard 4: Displays effective interpersonal communication skills</b>
13. Acknowledges the strengths and achievements of others
<b>LESSON #6 What's My Line?: Students Explore Career Possibilities</b>
<b>Language Arts</b>
<b>Writing Standard 4: Gathers and uses information for research purposes</b>
2. Uses a variety of print and electronic sources to gather information for research topics
<b>Listening and Speaking Standard 8: Uses listening and speaking strategies for different purposes</b>
2. Asks questions as a way to broaden and enrich classroom discussions
7. Uses a variety of verbal and nonverbal techniques for presentations
<b>Life Skills</b>
<b>Life Work Standard 4: Studies or pursues specific job interests</b>
8. Uses multiple resources to obtain information about prospective jobs
<b>Life Work Standard 5: Makes general preparation for entering the work force</b>
15. Uses a variety of resources to explore career options
<b>LESSON #7 A Word About Money</b>
<b>Economics</b>
<b>Standard 1: Understands that scarcity of productive resources requires choices that generate opportunity costs</b>
1. Understands that marginal benefit is the change in total benefit resulting from an action, and marginal cost is the change in total cost resulting from an action
<b>Standard 2: Understands characteristics of different economic systems, economic institutions, and economic incentives</b>
1. Understands that the effectiveness of allocation methods can be evaluated by comparing costs and benefits
6. Understands that economic incentives such as wanting to acquire money or goods and services and wanting to avoid loss are powerful forces affecting the way people behave
<b>Standard 5: Understands unemployment, income, and income distribution in a market economy</b>
1. Understands that personal income is influenced by changes in the structure of the economy, the level of gross domestic product, technology, government policies, production costs and demand for specific goods and services, and discrimination
2. Understands the concept of supply and demand in the labor market

<b>Standard 7: Understands savings, investment, and interest rates</b>
1. Knows that an interest rate is a price of money that is borrowed or saved and that interest rates are determined by the forces of supply and demand
<b>Language Arts</b>
<b>Writing Standard 1: Uses the general skills and strategies of the writing process</b>
6. Uses strategies to adapt writing for different purposes
<b>Life Skills</b>
<b>Life Work Standard 4: Studies or pursues specific job interests</b>
3. Knows important benefits and procedures of prospective employers
<b>Life Work Standard 3: Manages money effectively</b>
1. Prepares and follows a budget
2. Uses sound buying principles for purchasing goods and services
<b>Life Work Standard 5: Makes general preparation for entering the work force</b>
9. Prepares a resume summarizing experience, education, and job training
<b>Thinking and Reasoning Standard 6: Applies decision-making techniques</b>
1. Identifies situations in the community and in one's personal life in which a decision is required
<b>Mathematics</b>
<b>Standard 2: Understands and applies basic and advanced properties of the concepts of numbers</b>
1. Understands the properties of the real number system, its subsystems, and complex numbers
<b>Standard 3: Uses basic and advanced procedures while performing the processes of computation</b>
1. Adds, subtracts, multiplies, divides, and simplifies rational expressions
6. Uses recurrence relations to model and to solve real-world problems
<b>Standard 9: Understands the general nature and uses of mathematics</b>
1. Understands that mathematics is the study of any pattern or relationship, but natural science is the study of those patterns that are relevant to the observable world
SOURCE: McREL (Mid-continent Research for Education and Learning) Compendium of National Standards and Benchmarks; NCTE (National Council of Teachers of English); NCEE (National Council on Economic Education); NCSS (National Council for the Social