



National Standards for Financial Literacy Alignment to BizWorld 4.0
(4th and 8th grade Benchmarks)

4th Grade Benchmark

A. EARNING INCOME

Grade	Standard	BizWorld 4.0
4	1. People have many different types of jobs from which to choose. Different jobs require people to have different skills.	Sessions 2-3: Allows students to explore different job roles in business sector. Introduces job application process. Also creates community volunteer engagement opportunities throughout for students to learn about various job opportunities.
4	2. People earn an income when they are hired by an employer to work at a job.	Session 1: Students learn that paying employee salaries is a regular expense for running a business. Then throughout the program, companies pay salaries to demonstrate the expense.
4	3. Workers are paid for their labor in different ways such as wages, salaries, or commissions.	
4	4. People can earn interest income from letting other people borrow their money.	
4	5. People can earn income by renting their property to other people.	
4	6. People who own a business can earn a profit, which is a source of income.	Session 1: Students learn Business 101 concepts including vocabulary and different types of businesses. They also discuss the overall purpose of businesses.
4	7. Entrepreneurs are people who start new businesses. Starting a business is risky for entrepreneurs because they do not know if their new businesses will be successful and earn a profit.	The program overall allows students to be “entrepreneurs” in starting and running their own companies. They experience first hand entrepreneurial situations and challenges. However, specific teaching points are explicitly explained in some sessions. Session 2: Students learn about entrepreneurs and

		<p>discuss what it takes to run a successful business. They also learn the stages of the entrepreneurial cycle involved.</p> <p>Session 13: To conclude the program, students reflect on their entrepreneurial decisions and complete a company performance evaluation. Students assess their company's success considering multiple factors.</p>
4	8. Income can be received from family or friends as money gifts or as an allowance for which no specified work may be required.	Session 4: Students start their company depositing "founder's money" which represents a small amount of income from friends or families such as an allowance.
4	9. Income earned from working and most other sources of income are taxed. The revenue from these taxes is used to pay for government-provided goods and services	
Total		5/9

II. BUYING GOODS AND SERVICES

Grade	Standard	BizWorld 4.0
4	1. Economic wants are desires that can be satisfied by consuming a good, a service, or a leisure activity.	
4	2. People make choices about what goods and services they buy because they can't have everything they want. This requires individuals to prioritize their wants.	Session 12: As shoppers, students gather information from other companies' marketing campaigns and make decisions as consumers.
4	3. People spend a portion of their income on goods and services in order to increase their personal satisfaction or happiness.	
4	4. Whenever people buy something, they incur an opportunity cost. Opportunity cost is the value of the next best alternative that is given up when a person makes a choice.	
4	5. Informed decision making requires comparing the costs and benefits of spending alternatives. Costs are things that a decision	

	maker gives up; benefits are things that a decision maker gains.	
4	6. People's spending choices are influenced by prices as well as many other factors, including advertising, the spending choices of others, and peer pressure	<p>Session 9: Students complete a pricing worksheet after discussing various pricing options based on quality of product. They are encouraged to think of persuasive deals and sales to influence spending choices of the consumer.</p> <p>Sessions 10, 11: Students create strategic marketing campaigns (logos, slogans, commercials, posters) for their company's products. By understanding their target audience, students use their critical thinking and creativity to create information for their consumers.</p>
4	7. Planning for spending can help people make informed choices. A budget is a plan for spending, saving, and managing income.	
Total		2/6

III. SAVING

Grade	Standard	BizWorld 4.0
4	1. Income is saved, spent on goods and services, or used to pay taxes.	
4	2. When people save money, they give up the opportunity to spend that money to buy things now in order to buy things later.	
4	3. People can choose to save money in many places—for example, at home in a piggy bank or at a commercial bank, credit union, or savings and loan.	
4	4. People set savings goals as incentives to save. One savings goal might be to buy goods and services in the future.	
4	5. A savings plan helps people reach their savings goals	

4	6. When people deposit money into a bank (or other financial institution), the bank may pay them interest. Banks attract savings by paying interest. People also deposit money into banks because banks are safe places to keep their savings.	
Total		0/6

IV. USING CREDIT

Grade	Standard	BizWorld 4.0
4	1. Interest is the price the borrower pays for using someone else's money	Session 7: Students learn that they can take out a loan from the bank, but they must repay the principal as well as interest. In BizWorld's bank, the interest rate is 10%.
4	2. When people use credit, they receive something of value now and agree to repay the lender over time, or at some date in the future, with interest.	Session 7: Students learn about the process of taking out a bank loan. They learn that they can take out loans in various increments and that interest is a percentage of the principal. Session 13: At the end, students are required to repay their loan principal as well as all interest charges.
4	3. By using credit to buy durable goods—such as cars, houses, and appliances—people are able to use the goods while paying for them.	
4	4. . Borrowers who repay loans as promised show that they are worthy of getting credit in the future. A reputation for not repaying a loan as promised can result in higher interest charges on future loans, if loans are available at all.	
Total		2/4

V. FINANCIAL INVESTING

Grade	Standard	BizWorld 4.0
4	1. After people have saved some of their income, they must decide how to invest their savings so that it can grow over time.	
4	2. A financial investment is the purchase of a financial asset such as a stock with the expectation of an increase in the value of the asset and/or increase in future income	<p>Session 4: Students “incorporate” and learn about shares of stock in a company. They learn that they will be able to sell shares to a Venture Capitalist for funding but this means giving up partial ownership of their company.</p> <p>Sessions 5, 7, 10: Students pitch to Venture Capitalists for funding in exchange for shares of stock in their company</p>
Total		1/2

VI. PROTECTING & INSURING

Grade	Standard	BizWorld 4.0
4	1. Risk is the chance of loss or harm.	
4	2. Risk from accidents and unexpected events is an unavoidable part of daily life.	
4	3. Individuals can either choose to accept risk or take steps to protect themselves by avoiding or reducing risk.	
4	4. One method to cope with unexpected losses is to save for emergencies.	
Total		0/4

Total number of 4th grade standards covered by BizWorld 4.0: 10/31

8th Grade Benchmark

A. EARNING INCOME

Grade	Standard	BizWorld 4.0
8	1. Careers are based on working at jobs in the same occupation or profession for many years. Different careers require different education and training.	
8	2. People make many decisions over a lifetime about their education, jobs, careers that affect their incomes and job opportunities.	<p>Sessions 2-3: Allows students to explore different job roles in business sector. Introduces job application process.</p> <p>Also creates community volunteer engagement opportunities throughout for students to learn about various job opportunities.</p>
8	3. Getting more education and learning new job skills can increase a person's human capital and productivity.	
8	4. People with less education and fewer job skills tend to earn lower incomes than people with more education and greater job skills.	
8	5. Investment in education and training generally has a positive rate of return in terms of the income that people earn over a lifetime.	
8	6. Education, training, and development of job skills have opportunity costs in the form of time, effort, and money.	
8	7. People often use a portion of their savings to help themselves or their family members build human capital through education or job training.	
8	8. Entrepreneurs take the risk of starting a business because they expect to earn profits as their reward, despite the fact that many new businesses can and do fail. Some entrepreneurs gain satisfaction from working for themselves.	<p>The program overall allows students to be "entrepreneurs" in starting and running their own companies. They experience first hand entrepreneurial situations and challenges. However, specific teaching points are explicitly explained in some sessions.</p> <p>Session 2: Students learn about entrepreneurs and discuss what it takes to run a successful business.</p>

		<p>They also learn the stages of the entrepreneurial cycle involved.</p> <p>Session 13: To conclude the program, students reflect on their entrepreneurial decisions and complete a company performance evaluation. Students assess their company's success considering multiple factors.</p>
8	9. Interest, dividends, and capital appreciation (gains) are forms of income earned from financial investments	
8	10. Some people receive income support from government because they have low incomes or qualify in other ways for government assistance.	
8	11. Social Security is a government program that taxes the income of current workers to provide retirement, disability, and survivor benefits for workers or their dependents.	
Total		2/11

II. BUYING GOODS AND SERVICES

Grade	Standard	BizWorld 4.0
8	1. When making choices about what to buy, consumers, may choose to gather information from a variety of sources. The quality and usefulness of information provided by sources can vary greatly from source to source. While many sources provide valuable information, some sources provide information that is deliberately misleading.	<p>Sessions 10, 11: Students create strategic marketing campaigns (logos, slogans, commercials, posters) for their company's products. By understanding their target audience, students use their critical thinking and creativity to create information for their consumers.</p> <p>Session 12: Then as buyers, students can gather information from other companies' marketing campaigns and make decisions as consumers.</p>
8	2. By understanding a source's incentives in providing information about a good or service, a consumer can better assess the quality and usefulness of the information.	
8	3. People choose from a variety of	

	payment methods in order to buy goods and services.	
8	4. Choosing a payment method entails weighing the costs and benefits of the different payment options.	
8	5. A budget includes fixed and variable expenses, as well as income, savings, and taxes.	
8	6. People may revise their budget based on unplanned expenses and changes in income.	Throughout the program, students track all components of their finances on a company ledger. Students make decisions about expenses based on income from raising capital.
Total		2/6

III. SAVING

Grade	Standard	BizWorld 4.0
8	1. Banks and other financial institutions loan funds received from depositors to borrowers. Part of the interest received from these loans is used to pay interest to depositors for the use of their money.	Session 7: Students learn about the process of taking a loan out from a bank as another way of raising more capital for their company. They learn about interest and why it is charged.
8	2. For the saver, an interest rate is the price a financial institution pays for using a saver's money and is normally expressed as an annual percentage of the amount saved.	
8	3. Interest rates paid on savings and charged on loans, like all prices are determined in a market.	
8	4. When interest rates increase, people earn more on their savings and their savings grow more quickly.	
8	5. Principal is the initial amount of money upon which interest is paid.	<p>Session 7: Students learn about the process of taking out a bank loan. They learn that they can take out loans in various increments and that interest is a percentage of the principal.</p> <p>Session 13: At the end, students are required to repay their loan principal as well as all interest charges.</p>

8	6. Compound interest is the interest that is earned not only on the principal but also on the interest already earned.	
8	7. The value of a person's savings in the future is determined by the amount saved and the interest rate. The earlier people begin to save, the more savings they will be able to accumulate, all other things equal, as a result of the power of compound interest.	
8	8. Different people save money for different reasons, including large purchases (such as higher education, autos, and homes), retirement, and unexpected events. People's choices about how much to save and for what to save are based on their tastes and preferences.	
8	9. To assure savers that their deposits are safe from bank failures, federal agencies guarantee depositors' savings in most commercial banks, savings banks, and savings associations up to a set limit.	
Total		2/11

IV. USING CREDIT

Grade	Standard	BizWorld 4.0
8	1. People who apply for loans are told what the interest rate on the loan will be. An interest rate is the price of using someone else's money expressed as an annual percentage of the loan principal.	Session 7: Students learn that they can take out a loan from the bank, but they must repay the principal as well as interest. In BizWorld's bank, the interest rate is 10%.
8	2. The longer the repayment period on a loan and the higher the interest rate on the loan, the larger the total amount of interest charged on a loan.	Sessions 7, 10, 13: Students must pay more interest for every phase that they have their bank loan out. In the end, the loan principal as well as all interest is collected.
8	3. A credit card purchase is a loan from the financial institution that	

	issued the card. Credit card interest rates tend to be higher than rates for other loans. In addition, financial institutions may charge significant fees related to a credit card and its use.	
8	4. Borrowers who use credit cards for purchases and who do not pay the full balance when it is due pay much higher costs for their purchases because interest is charged monthly	
8	5. Various financial institutions and businesses make consumer loans and may charge different rates of interest.	
8	6. Interest rates on loans fluctuate based on changes in the market for loans.	
Total		2/6

V. FINANCIAL INVESTING

Grade	Standard	BizWorld 4.0
8	1. Financial assets include a wide variety of financial instruments including bank deposits, stocks, bonds, and mutual funds. Real estate and commodities are also often viewed as financial assets.	
8	2. Interest is received from money deposited in bank accounts. It is also received by owning a corporate or government bond or making a loan.	
8	3. When people buy corporate stock, they are purchasing ownership shares in a business. If the business is profitable, they will expect to receive income in the form of dividends and/or from the increase in the stock's value. The increase in the value of an asset (like a stock) is called a capital gain. If the business	<p>Session 4: Students “incorporate” and learn about shares of stock in a company. They learn that they will be able to sell shares to a Venture Capitalist for funding but this means giving up partial ownership of their company.</p> <p>Sessions 5, 7, 10: Students pitch to Venture Capitalists for funding in exchange for shares of stock in their company.</p>

	is not profitable, investors could lose the money they have invested.	Session 13: In the company performance summary, students calculate the value of their companies using the price per share times the number of outstanding shares equation.
8	4. The price of a financial asset is determined by the interaction of buyers and sellers in a financial market.	Sessions 7, 10: Students learn that the value of their company shares fluctuate depending on events, trends, and timing in the stock market. Newsflashes alert students of the changing value of their shares of stock.
8	5. The rate of return on financial investments consists of interest payments, dividends, and capital appreciation expressed as a percentage of the amount invested.	
8	6. Financial risk means that a financial investment has a range of possible returns, including possibilities of actual losses. Higher-risk investments have a wider range of possible returns.	
8	7. The rate of return earned from investments will vary according to the amount of risk. In general, a trade-off exists between the security of an investment and its expected rate of return.	
Total		2/7

VI. PROTECTING & INSURING

Grade	Standard	BizWorld 4.0
8	1. Personal financial risk exists when unexpected events can damage health, income, property, wealth, or future opportunities.	
8	2. Insurance is a product that allows people to pay a fee (called a premium) now to transfer the costs of a potential loss to a third party.	
8	3. Insurance companies analyze the outcomes of individuals who face similar types of risks to create insurance contracts (policies). By	

	collecting a relatively small amount of money, called a premium, from each policyholder on a regular basis, the company creates a pool of funds to compensate those individuals who experience a large loss.	
8	4. Self-insurance is when an individual accepts a risk and saves money on a regular basis to cover a potential loss.	
8	5. Insurance policies that guarantee higher levels of payment in the event of a loss (coverage) have higher prices.	
8	6. Insurance companies charge higher premiums to cover higher-risk individuals and events because the risk of monetary loss is greater for these individuals and events.	
8	7. Individuals can choose to accept some risk, to take steps to avoid or reduce risk, or to transfer risk to others through the purchase of insurance. Each option has different costs and benefits.	
Total		0/7

Total number of 8th grade standards covered by BizWorld 4.0: 10/48