

**Finance**  
**Unit 4 – Risk Management & Insurance**  
 Teaching & Pacing Guide  
 Modified: July 13, 2015 (competency update)

Content for Unit 4 comes from Trieschmann, Hoyt, and Sommer’s *Risk Management & Insurance, 12th Edition*, from Southwestern Publishing, and current information obtained through online research (links provided where applicable).

**Competencies:**

**Demonstrating Workplace Readiness Skills: Personal Qualities and People Skills**

7: Demonstrate creativity and resourcefulness

**Demonstrating Workplace Readiness Skills: Professional Knowledge and Skills**

9: Demonstrate effective reading and writing skills.

10: Demonstrate critical-thinking and problem-solving skills.

**Demonstrating Knowledge of the Role of Insurance in Risk Management**

103: Evaluate insurance as a risk-management strategy.

104: Distinguish among the types, costs, and benefits of automobile insurance coverage.

105: Distinguish among the types, costs, and benefits of life insurance.

106: Distinguish among the types, costs, and benefits of property insurance.

107: Distinguish among the types, costs, and benefits of health insurance.

108: Explain the roles of insurance in financial planning.

109: Distinguish among the types of professional liability insurance.

**Demonstrating Knowledge of Taxes**

121: Define the terminology associated with inheritance.

122: Compare investment options for a monetary inheritance.

123: Examine types and purposes of estate planning.

**Vocabulary:**

Automobile Insurance

Beneficiary

Comparison Shopping

Coverage

Deductible

Dependents

Disability Insurance

Health Insurance

Homeowner's Insurance

Insurance

Life Insurance

Policy

Premium

Renter's Insurance

Term Life Insurance

Whole Life Insurance

**Day 1**

Estimated Time Needed	Virtual Business 18: Insurance - day 1	Resources Needed
SOLs Covered	EPF.14a The student will demonstrate knowledge of the role of insurance in risk management by <i>evaluating insurance as a risk management strategy</i> .  EPF.14c The student will demonstrate knowledge of the role of insurance in risk management by <i>explaining the roles of insurance in financial planning</i> .	<input type="checkbox"/>
Competencies	<b>Demonstrating Workplace Readiness Skills: Personal Qualities and People Skills</b> 7: Demonstrate creativity and resourcefulness <b>Demonstrating Workplace Readiness Skills: Professional Knowledge and Skills</b> 9: Demonstrate effective reading and writing skills.	<input type="checkbox"/>

	<p>10: Demonstrate critical-thinking and problem-solving skills.</p> <p><b>Demonstrating Knowledge of the Role of Insurance in Risk Management</b></p> <p>103: Evaluate insurance as a risk-management strategy.</p> <p>108: Explain the roles of insurance in financial planning.</p> <p>109: Distinguish among the types of professional liability insurance.</p>	
5 min	<input type="checkbox"/> Distribute Risk Management & Insurance Basics Reading Packet	<input type="checkbox"/> Risk Management & Insurance Basics Reading Packet (1 per student)
3 min	<input type="checkbox"/> Show <i>Talking about Risk</i> video from <a href="http://www.scholastic.com/nextgeneration/videos.htm">http://www.scholastic.com/nextgeneration/videos.htm</a>	
5 min	<input type="checkbox"/> Discuss the following slides on Risk Management: <ul style="list-style-type: none"> <li>○ Basic Risk Management Terminology (Slides 3 – 5)</li> <li>○ Risk Management Process (Slides 7 – 8)</li> <li>○ Risk Reduction (Slides 9 – 11)</li> <li>○ Risk Transfer (Slide 12)</li> <li>○ Risk Retention (Slides 13 – 15)</li> <li>○ Fundamentals of Risk Transfer (Slides 16 – 20)</li> <li>○ Summary of Risk Transfer Principles (Slides 21 – 22)</li> </ul>	<input type="checkbox"/> Risk Management & Insurance Basics Slide Show
10 min	<input type="checkbox"/> Have students complete the <b>Rate the Risk assignment</b> (Slide 23 is a placeholder slide)	<input type="checkbox"/> Rate the Risk (1 per student)
5 min	<input type="checkbox"/> Discuss the Rate the Risk assignment as a class	<input type="checkbox"/> Rate the Risk (showing on overhead)
10 min	<input type="checkbox"/> Discuss the following slides on Insurance <ul style="list-style-type: none"> <li>○ Insurance Basics (Slides 24 – 26)</li> <li>○ Insurance Terminology (Slides 27 – 29)</li> <li>○ How Premiums are determined (Slides 30 – 31)</li> </ul>	<input type="checkbox"/> Risk Management & Insurance Basics Slide Show

## Day 2

Estimated Time Needed	Virtual Business 18: Insurance (Risk Management) - day 2	Resources Needed
SOLs Covered	<p>EPF.14a The student will demonstrate knowledge of the role of insurance in risk management by <i>evaluating insurance as a risk management strategy</i>.</p> <p>EPF.14b The student will demonstrate knowledge of the role of insurance in risk management by <i>distinguishing among the types, costs, and benefits of insurance coverage, including automobile, life, property, health, and professional liability</i></p> <p>EPF.14c The student will demonstrate knowledge of the role of insurance in risk</p>	<input type="checkbox"/>

	management by <i>explaining the roles of insurance in financial planning.</i>	
Competencies	<p><b>Demonstrating Workplace Readiness Skills: Personal Qualities and People Skills</b> 7: Demonstrate creativity and resourcefulness</p> <p><b>Demonstrating Workplace Readiness Skills: Professional Knowledge and Skills</b> 9: Demonstrate effective reading and writing skills. 10: Demonstrate critical-thinking and problem-solving skills.</p> <p><b>Demonstrating Knowledge of the Role of Insurance in Risk Management</b> 103: Evaluate insurance as a risk-management strategy. 108: Explain the roles of insurance in financial planning. 109: Distinguish among the types of professional liability insurance.</p>	<input type="checkbox"/>
5 min	<input type="checkbox"/> Formative Assessment of Day 1 Content (Slides 2 - 11)	<input type="checkbox"/> Unit 4 Formative Assessments
5 min	<input type="checkbox"/> Hand out Virtual Business Personal Finance – Insurance Reading Packet	<input type="checkbox"/> Virtual Business Personal Finance – Insurance Reading Packet (1 per student)
25 min	<input type="checkbox"/> Discuss the content for Virtual Business Personal Finance Lesson 18 (Insurance)	<input type="checkbox"/> Lesson 18 – Insurance Slide Show
10 min	<input type="checkbox"/> Do sample Math Problems for VBPF Lesson	<input type="checkbox"/> Lesson 18 – Insurance Slide Show
50 min	<input type="checkbox"/> Have students complete the following assignments for Lesson 18 – Insurance in Virtual Business Personal Finance 2.0: <ul style="list-style-type: none"> <li>○ Reading Quiz</li> <li>○ Math Quiz</li> <li>○ Sim Exercise</li> </ul>	<input type="checkbox"/> Virtual Business Personal Finance 2.0 (online)

### Day 3

Estimated Time Needed	Virtual Business 18: Insurance (Auto) - day 3	Resources Needed
SOLs Covered	<p>EPF.14a The student will demonstrate knowledge of the role of insurance in risk management by <i>evaluating insurance as a risk management strategy.</i></p> <p>EPF.14b The student will demonstrate knowledge of the role of insurance in risk management by <i>distinguishing among the types, costs, and benefits of insurance coverage, including <u>automobile</u>, life, property, health, and professional liability</i></p> <p>EPF.14c The student will demonstrate knowledge of the role of insurance in risk management by <i>explaining the roles of insurance in financial planning.</i></p>	
Competencies	<p><b>Demonstrating Workplace Readiness Skills: Personal Qualities and People Skills</b> 7: Demonstrate creativity and resourcefulness</p>	<input type="checkbox"/>

	<p><b>Demonstrating Workplace Readiness Skills: Professional Knowledge and Skills</b>  9: Demonstrate effective reading and writing skills.  10: Demonstrate critical-thinking and problem-solving skills.</p> <p><b>Demonstrating Knowledge of the Role of Insurance in Risk Management</b>  103: Evaluate insurance as a risk-management strategy.  104: Distinguish among the types, costs, and benefits of automobile insurance coverage.</p>	
20 min	<input type="checkbox"/> Do <b>Risky Business activity</b> with the class	<input type="checkbox"/> Risky Business materials
5 min	<input type="checkbox"/> Hand out Auto Insurance Reading Packet	<input type="checkbox"/> Auto Insurance Reading Packet (1 per student)
30 min	<input type="checkbox"/> Discuss auto insurance (all slides)	<input type="checkbox"/> Auto Insurance Slides
40 min	<input type="checkbox"/> Have the students complete the <b>Auto Insurance Assignment</b>	<input type="checkbox"/> Auto Insurance Assignment (1 per student)
	Optional: <a href="http://www.iihs.org/iihs/videos">www.iihs.org/iihs/videos</a> <input type="checkbox"/> (20 minute video) Insurance Institute for Highway Safety – Young Drivers the High Risk Years <input type="checkbox"/> (3 minute video) crash test dummy	<input type="checkbox"/>

#### Day 4

Estimated Time Needed	Virtual Business 18: Insurance (Health) - day 4	Resources Needed
SOLs Covered	EPF.14a The student will demonstrate knowledge of the role of insurance in risk management by <i>evaluating insurance as a risk management strategy</i> .  EPF.14b The student will demonstrate knowledge of the role of insurance in risk management by <i>distinguishing among the types, costs, and benefits of insurance coverage, including automobile, life, property, <u>health</u>, and professional liability</i>  EPF.14c The student will demonstrate knowledge of the role of insurance in risk management by <i>explaining the roles of insurance in financial planning</i> .	
Competencies	<p><b>Demonstrating Workplace Readiness Skills: Personal Qualities and People Skills</b>  7: Demonstrate creativity and resourcefulness</p> <p><b>Demonstrating Workplace Readiness Skills: Professional Knowledge and Skills</b>  9: Demonstrate effective reading and writing skills.  10: Demonstrate critical-thinking and problem-solving skills.</p> <p><b>Demonstrating Knowledge of the Role of Insurance in Risk Management</b>  107: Distinguish among the types, costs, and benefits of health insurance.</p>	
5 min	<input type="checkbox"/> Formative Assessment of Day 3 Content (Slides 12 - 20)	<input type="checkbox"/> Unit 4 Formative Assessments

5 min	<input type="checkbox"/> Show <i>Accidents Happen</i> video (actual run time 5:31) from Scholastic.com's Next Generation web site: <a href="http://www.scholastic.com/nextgeneration/videos.htm">http://www.scholastic.com/nextgeneration/videos.htm</a>	<input type="checkbox"/>
20 min	<input type="checkbox"/> Discuss the following slides in the Health Insurance Slides PowerPoint Slide Show <ul style="list-style-type: none"> <li>○ Health Insurance (Slides 3 – 5)</li> <li>○ Characteristics of Policies (Slides 6 – 8)</li> <li>○ Regular Medical Expense Insurance (Slide 9)</li> <li>○ Major Medical Insurance (Slides 10 – 11)</li> </ul>	<input type="checkbox"/> Health Insurance Slides
15 min	<input type="checkbox"/> Have the students complete the Health Care Costs Assignment	<input type="checkbox"/> Health Care Costs Assignment (1 per student)
25 min	<input type="checkbox"/> Discuss the following slides in the Health Insurance Slides PowerPoint Slide Show <ul style="list-style-type: none"> <li>○ Methods of Obtaining Insurance (Slides 13 – 14)</li> <li>○ Types of Insurers: Health Maintenance Organizations (Slides 15 – 18)</li> <li>○ Types of Insurers: Preferred Provider Organizations (Slides 19 – 21)</li> <li>○ Difference between HMOs &amp; PPOs (Slides 22 – 23)</li> <li>○ Government-Mandated Health Insurance Policies (Slides 24 – 25)</li> <li>○ Disability Income Insurance (Slide 26)</li> <li>○ Risk Management for Health Insurance (Slide 27)</li> </ul>	<input type="checkbox"/> Health Insurance Slides
15 min	<input type="checkbox"/> Complete <b><i>Two Sisters – HMO vs. PPO</i></b> assignment	<input type="checkbox"/> Two Sisters – HMO vs. PPO

**Day 5**

Estimated Time Needed	Virtual Business 18: Insurance ( Life Insurance) - day 5	Resources Needed
SOLs Covered	EPF.14a The student will demonstrate knowledge of the role of insurance in risk management by <i>evaluating insurance as a risk management strategy</i> .  EPF.14b The student will demonstrate knowledge of the role of insurance in risk management by <i>distinguishing among the types, costs, and benefits of insurance coverage, including automobile, life, property, health, and professional liability</i>  EPF.14c The student will demonstrate knowledge of the role of insurance in risk management by <i>explaining the roles of insurance in financial planning</i> .	<input type="checkbox"/>
Competencies	<b>Demonstrating Workplace Readiness Skills: Personal Qualities and People Skills</b> 7: Demonstrate creativity and resourcefulness <b>Demonstrating Workplace Readiness Skills: Professional Knowledge and Skills</b> 9: Demonstrate effective reading and writing skills. 10: Demonstrate critical-thinking and problem-solving skills. <b>Demonstrating Knowledge of the Role of Insurance in Risk Management</b> 105: Distinguish among the types, costs, and benefits of life insurance. <b>Demonstrating Knowledge of Taxes</b> 121: Define the terminology associated with inheritance.	<input type="checkbox"/>

	122: Compare investment options for a monetary inheritance. 123: Examine types and purposes of estate planning.	
5 min	<input type="checkbox"/> Formative Assessment of Day 4 Content (Slides 21 – 35)	<input type="checkbox"/> Unit 4 Formative Assessments
5 min	<input type="checkbox"/> Show <i>Take Nothing for Granted</i> video (actual run time 5:11) from Scholastic.com’s Next Generation web site: <a href="http://www.scholastic.com/nextgeneration/videos.htm">http://www.scholastic.com/nextgeneration/videos.htm</a>	<input type="checkbox"/>
10 min	<input type="checkbox"/> Discuss the following slides in the Life Insurance Slides PowerPoint Slide Show <ul style="list-style-type: none"> <li>○ Life Insurance (Slide 2)</li> <li>○ Purpose of Life Insurance (Slide 3)</li> <li>○ Determining Life Insurance Needs (Slides 4 – 5)</li> </ul>	<input type="checkbox"/> Life Insurance Slides
15 min	<input type="checkbox"/> Have the students complete the Analyzing Financial Needs Assignment	<input type="checkbox"/> Analyzing Financial Needs Assignment (1 per student)
10 min	<input type="checkbox"/> Discuss the following slides in the Life Insurance Slides PowerPoint Slide Show <ul style="list-style-type: none"> <li>○ Types of Insurance: Term Life Insurance (Slides 7 – 8)</li> <li>○ Types of Insurance: Whole Life (Slide 9)</li> <li>○ Getting a Life Insurance Policy (Slides 10 – 11)</li> <li>○ Risk Management &amp; Life Insurance (Slide 12)</li> </ul>	<input type="checkbox"/> Life Insurance Slides
45 min	<input type="checkbox"/> Complete <b>Life Insurance Quotes assignment</b>	<input type="checkbox"/> Life Insurance Quotes (1 copy per student)
	<b>Other resources:</b> Tape measure falls and kills man: <a href="http://www.foxnews.com/us/2014/11/04/man-killed-at-construction-site-by-tape-measure-that-fell-50-stories/">http://www.foxnews.com/us/2014/11/04/man-killed-at-construction-site-by-tape-measure-that-fell-50-stories/</a>	<input type="checkbox"/>

**Day 6**

Estimated Time Needed	Virtual Business 18: Insurance (Property and Liability) - day 6	Resources Needed
SOLs Covered	<p>EPF.14a The student will demonstrate knowledge of the role of insurance in risk management by <i>evaluating insurance as a risk management strategy</i>.</p> <p>EPF.14b The student will demonstrate knowledge of the role of insurance in risk management by <i>distinguishing among the types, costs, and benefits of insurance coverage, including automobile, life, <u>property</u>, health, and <u>professional liability</u></i>.</p> <p>EPF.14c The student will demonstrate knowledge of the role of insurance in risk management by <i>explaining the roles of insurance in financial planning</i>.</p>	<input type="checkbox"/>

Competencies	<p><b>Demonstrating Workplace Readiness Skills: Personal Qualities and People Skills</b> 7: Demonstrate creativity and resourcefulness</p> <p><b>Demonstrating Workplace Readiness Skills: Professional Knowledge and Skills</b> 9: Demonstrate effective reading and writing skills. 10: Demonstrate critical-thinking and problem-solving skills.</p> <p><b>Demonstrating Knowledge of the Role of Insurance in Risk Management</b> 106: Distinguish among the types, costs, and benefits of property insurance. 109: Distinguish among the types of professional liability insurance.</p>	<input type="checkbox"/>
5 min	<input type="checkbox"/> Formative Assessment of Day 5 Content (Slides 36 – 46)	<input type="checkbox"/> Unit 4 Formative Assessments
20 min	<input type="checkbox"/> Discuss the following slides in the Property Insurance & Liability Insurance Slide Show PowerPoint presentation <ul style="list-style-type: none"> <li>○ Property Insurance (Slide 3)</li> <li>○ Hazards Covered (Slides 4 – 5)</li> <li>○ Personal Property Covered by Policy (Slides 6 – 8)</li> <li>○ Homeowner’s Insurance (Slides 9 – 11)</li> <li>○ Renter’s Insurance (Slide 12)</li> <li>○ Risk Management for Property Insurance (Slide 13)</li> </ul>	<input type="checkbox"/> Property Insurance & Liability Insurance Slides Show PowerPoint presentation
20 min	<input type="checkbox"/> Have students do the Renter’s Insurance Quotes assignment <b><i>This web site used with this assignment may not cooperate. It might demand you enter your SSN before it will give you a quote. I don’t recommend having the students do that.</i></b>	<input type="checkbox"/> Renter’s Insurance Quotes (1 copy per student)
	<input type="checkbox"/> Discuss the following slides in the Property Insurance & Liability Insurance Slide Show PowerPoint presentation <ul style="list-style-type: none"> <li>○ Liability Insurance (Slide 15)</li> <li>○ Commercial General Liability (Slides 16 – 17)</li> <li>○ Professional Liability (Slide 18)</li> <li>○ Bonding (Slides 19 – 21)</li> <li>○ Umbrella Policies (Slides 22 – 23)</li> <li>○ Risk Management for Liability Insurance (Slide 24)</li> </ul>	<input type="checkbox"/> Property Insurance & Liability Insurance Slides Show PowerPoint presentation
35 min	<input type="checkbox"/> Have students start the Unit 4 Test Practical Application	<input type="checkbox"/> Unit 4 Test Practical Application (1 per student)

**Day 7**

Estimated Time Needed	Review	Resources Needed
10 min	<input type="checkbox"/> Formative Assessment of Day 6 Content (Slides 47 – 54)	<input type="checkbox"/> Unit 4 Formative Assessments
5 min	<input type="checkbox"/> Hand out Unit 4 Test Study Guide	<input type="checkbox"/> Copies of Unit 4 Test Study Guide

40 min	<input type="checkbox"/> Conduct review for Unit 4 Test using Unit 4 Review Jeopardy Kahoot: <a href="https://play.kahoot.it/#/k/3fbcd6d8-6dca-4a55-9062-51f4d7042ed9">https://play.kahoot.it/#/k/3fbcd6d8-6dca-4a55-9062-51f4d7042ed9</a>	<input type="checkbox"/> Unit 4 Review Jeopardy or Kahoot <input type="checkbox"/> PowerPoint presentation
45 min	<input type="checkbox"/> Students will continue working on Unit 4 Test Practical Application	

### Day 8

Estimated Time Needed	Test	Resources Needed
30 min	<input type="checkbox"/> Students take Unit 4 Test on Quia	<input type="checkbox"/> Unit 4 Test on Quia
60 min	<input type="checkbox"/> Students finish Unit 4 Test Practical Application	