Kentucky Vocational Studies

Grade 7

Adopted 2010

Consumer Decisions

Enduring Knowledge - Understandings

- economic and social factors affect consumer decisions.
- culture, media and technology can influence consumer decisions.
- consumer advocacy groups impact consumer's rights and responsibilities.
- consumer actions (e.g., reusing, reducing, recycling) influence the use of resources and impact the environment.
- a variety of print and electronic resources are available in the home, school, and community that provide health and safety information.
- advocacy is important for personal, family and community health and safety issues.

Skills and Concepts

- evaluate economic and social concepts and why they are important for consumer decisions by: examining the use of economic principles and resources when making choices to satisfy needs and wants of individuals and families comparing and evaluating products and services based on major factors (e.g., brand name, price, quality, features, availability) when making consumer decisions
comparing the relationship between supply and demand and their role in meeting consumer needs
applying decision-making strategies when buying products
determining ways in which goods and services used by families impact the environment
- investigate how culture, media and technology impact the family and consumer decision making by: explaining ways consumer's buying practices are influenced by peer pressure, desire for status and advertising techniques (e.g., bandwagon, facts and figures, emotional appeal, endorsement/testimonials) exploring the positive and negative effects of advertising techniques (e.g., free samples, coupons, use of gimmicks, misleading or false information) and explain the impact they have on consumer decisions
- explain ways consumer rights and responsibilities are protected (e.g., government agencies, consumer protection agencies, consumer action groups)
- evaluate ways consumer actions (e.g., reusing, reducing, recycling) influence the use of resources and impact the environment by: describing the influence of environmental factors that positively and negatively affect health researching local and state environmental issues that address consumption for conservation and waste management practices

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- use print and electronic resources from home, school, and community that provide accurate and relevant health and safety information
- use a variety of sources to find examples of jobs carried out by people at school and in the community that support job success

Financial Literacy

Enduring Knowledge - Understandings

- management of financial resource practices is needed to meet goals of individuals and families.
- saving plans (e.g., investments, savings accounts, stocks, bonds) and budgets are economic practices in making financial decisions.
- financial institutions (e.g., banks, brokerage firms, credit unions) provide consumer services that help in achieving financial goals.
- career choice and lifestyle impacts an individual's financial future.

Skills and Concepts

- evaluate financial management practices including budgeting, savings, banking services (e.g., purpose of checking and savings accounts, debit/credit), and investing (e.g., general types and purpose of investing) and explain why these practices are important in achieving personal financial goals by: constructing and using a personal spending/savings plan and evaluate according to short- and long-term goals
explaining the difference between credit and debit cards
- investigate savings plans and budgets in making financial decisions by: describing basic components of a budget (e.g., income, fixed and flexible expenses, and savings)
- explain how financial institutions (e.g., banks, brokerage firms, credit unions) provide consumer services that help in achieving financial goals by: analyzing the steps in opening and using a checking and savings account
- develop financial goals for the future based on one's lifestyle expectations and career choices

Career Awareness, Exploration, Planning

Enduring Knowledge - Understandings

- an individual's work encompasses more factors than providing for basic needs.
- jobs/careers reflect both individual and societal needs and vary within communities and regions.
- career choices are available in planning for job/careers in a variety of career clusters.
- the connection between work and academic achievement can influence one's future job/career.
- an Individual Learning Plan (ILP) is an academic and career planning tool.
- self-knowledge is an important part of the career planning process.

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‹ills and Concepts

- explain why people need to work (e.g., social contacts, make purchases for necessities, expand knowledge, develop skills to meet basic needs (food, clothing, shelter) and for personal satisfaction and enjoyment
- evaluate how jobs/careers reflect both individual and societal needs and vary within communities and regions by: comparing and contrasting the many factors that must be considered when selecting and preparing for employment or a career path
recognizing that the roles of individuals at home, in the workplace, and in the community are constantly changing
- describe why attaining academic skills are important in both school and the workplace by: researching career choices through the use of technology
describing how job and career opportunities (e.g., veterinarian, sales associate, interior designer, meteorologist, physical therapist) are grouped within career clusters (e.g., Agriculture, Arts & Humanities, Business & Marketing, Communications, Construction, Education, Health Science, Human Services, Information Technology, Manufacturing, Public Services, Science & Mathematics, Social Sciences, Transportation) that vary within and among communities and regions
- develop an educational plan that can impact their future career opportunities by: accessing and using resources for locating job/career information career paths related to interests, aptitude (e.g., academic skills), and abilities
updating the Individual Learning Plan (ILP) as a tool to explore self-knowledge and academic aptitude and understand that career paths should relate to your individual traits (e.g., interests, abilities, learning styles)
exploring and describing available postsecondary options (e.g., community technical colleges, 4-year colleges, military service) to develop career goals that are included in the Individual Learning Plan (ILP)
- recognize how self-knowledge (e.g., interests, abilities) is helpful when selecting and preparing for a career path and that unique interests may lead to career choices

Employability Skills

Enduring Knowledge - Understandings

- interpersonal skills impact individual's career choice and success in the workplace.
- attitudes and work habits contribute to success at home, school and work.
- employability skills are important to achieve success in the workplace.
- academic and technical skills contribute to obtaining and succeeding in employment.

Skills and Concepts

- evaluate how interpersonal skills impact individual's career choice and success in the workplace by: identifying effective group interaction strategies (e.g., communicating effectively, conflict resolution, compromise) to develop team skills
evaluating the importance of working cooperatively with people of diverse backgrounds and abilities to achieve success in the workplace
designing a plan for working cooperatively with others by contributing ideas, suggestions and efforts to complete a task
explaining how effective verbal and nonverbal communication skills impacts work-related situations

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- explain how attitudes and work habits contribute to success at home, school and work by: demonstrating leadership skills by participating in co/extra-curricular activities, home, school and community
explaining how attitudes and work habits transfer from the home and school to the workplace describing consequences for actions when disobeying rules and routines at the workplace
explaining the role of authority in school and the workplace explaining the importance of developing good work habits (e.g., loyalty, initiative, assuming responsibility, time management, problem-solving)
- describe how employability skills are important to achieve success in the workplace by: using available resources for locating job openings
using established criteria to evaluate a completed job application
using technology to research job/careers in the community
- examine academic and technical skills and how they contribute to obtaining and succeeding in employment by: explaining how success in an academic course of study could contribute to the achievement and success in employment (e.g., Math/Teacher, Social Studies/Politician)
explaining how success in a technical course of study could contribute to the achievement and success in employment (e.g., AgriScience/Game Warden, Survey of Technology/Engineering)

Communication/Technology

Enduring Knowledge - Understandings

- scientific and technological changes can impact a variety of careers.
- technology skills can enhance learning and be used in developing a career plan.
- communication skills are essential in seeking and maintaining jobs/careers.

Skills and Concepts

- explain how scientific and technological changes impact specific careers (e.g., Construction Worker, Automotive Technician, Food Service industry)
- evaluate the purposes of technology tools (e.g., word processing, databases, spreadsheets, scanners, robots, personal electronic devices, Internet, email) and analyze how these impact productivity in homes, schools and jobs by: explaining how technology provides access to information and resources at home, school and the workplace
continuing the development of the on-line Individual Learning Plan (ILP) to provide a focus for academic and career planning
- examine how communication skills are essential in seeking and maintaining jobs/careers by: explaining skills used in classroom and workplace: letter writing, nonverbal/verbal communication skills and interview skills
using different formats to summarize and communicate orally and in written form for use in the classroom and the workplace