

## Accounting I Current Standards

<b>INDICATOR #A 1: Examine the role of accounting in business.</b>
SUB-INDICATOR 1.1 (Webb Level: 1 Recall): Identify career opportunities in the accounting profession.
SUB-INDICATOR 1.2 (Webb Level: 3 Strategic Thinking): Compare and contrast various types of business ownership and accounting principles that apply.
SUB-INDICATOR 1.3 (Webb Level: 2 Skill/Content): Comprehend proper cash management techniques and prepare necessary documents and transactions.

<b>INDICATOR #A 2: Demonstrate the basic principles and procedures of the accounting cycle.</b>
SUB-INDICATOR 2.1 (Webb Level: 3 Strategic Thinking): Examine, analyze, and categorize financial transactions.
SUB-INDICATOR 2.2 (Webb Level: 3 Strategic Thinking): Assess the accounting equation as a guide to journalize transactions.
SUB-INDICATOR 2.3 (Webb Level: 3 Strategic Thinking): Post information from journals into general and subsidiary ledgers.
SUB-INDICATOR 2.4 (Webb Level: 4 Extended Thinking): Analyze and complete payroll using appropriate accounting practices.

<b>INDICATOR #A 3: Create and interpret financial statements.</b>
SUB-INDICATOR 3.1 (Webb Level: 3 Strategic Thinking): Complete and analyze an accounting worksheet.
SUB-INDICATOR 3.2 (Webb Level: 3 Strategic Thinking): Prepare and interpret formal end-of-fiscal period financial statements.

## Accounting I Proposed Standards

<b>Webb Level</b>	<b>A 1: Examine the role of accounting in business.</b>
Two Recall	A 1.1 Identify career opportunities in the accounting profession.
Three Strategic Thinking	A 1.2 Compare and contrast various types of business ownership and accounting principles that apply.
Two Skill/Concept	A 1.3 Comprehend proper cash management techniques and prepare necessary documents and transactions.

<b>Webb Level</b>	<b>A 2: Demonstrate the basic principles and procedures of the accounting cycle.</b>
Three Strategic Thinking	A 2.1 Examine, analyze, and categorize financial transactions.
Three Strategic Thinking	A 2.2 Assess the accounting equation as a guide to journalize transactions.
Three Strategic Thinking	A 2.3 Post information from journals into general and subsidiary ledgers.
Four Extended Thinking	A 2.4 Analyze and complete payroll using appropriate accounting practices.

<b>Webb Level</b>	<b>A 3: Create and interpret financial statements.</b>
Three Strategic Thinking	A 3.1 Complete and analyze an accounting worksheet.
Three Strategic Thinking	A 3.2 Prepare and interpret formal end-of-fiscal period financial statements.

## Advanced Accounting

### Current Standards

<b>INDICATOR #AA 1: Demonstrate advanced principles and procedures of the accounting cycle.</b>
SUB-INDICATOR 1.1 (Webb Level: 3 Strategic Thinking): Analyze and prepare financial transactions for a departmentalized accounting system.
SUB-INDICATOR 1.2 (Webb Level: 3 Strategic Thinking): Apply accounting control system procedures to maintain accurate records.

<b>INDICATOR #AA 2: Demonstrate advanced accounting procedures.</b>
SUB-INDICATOR 2.1 (Webb Level: 2 Skill/Concept): Demonstrate the ability to handle uncollectible accounts/bad debts.
SUB-INDICATOR 2.2 (Webb Level: 2 Skill/Concept): Examine and apply the principles for plant assets and depreciation of assets.
SUB-INDICATOR 2.3 (Webb Level: 3 Strategic Thinking): Analyze the principles for notes payable and notes receivable.
SUB-INDICATOR 2.4 (Webb Level: 3 Strategic Thinking): Analyze the principles for accruals.

<b>INDICATOR #AA 3: Perform accounting functions specific to corporations.</b>
SUB-INDICATOR 3.1 (Webb Level: 4 Extended Thinking): Analyze the factors that affect acquiring additional capital, issuing stock, and calculating and paying dividends.
SUB-INDICATOR 3.2 (Webb Level: 4 Extended Thinking): Analyze and interpret financial statements for corporations.

Course title  
changed to:

## Accounting II

### Proposed Standards

	<b>All 1: Demonstrate advanced principles and procedures of the accounting cycle.</b>
Level 3: Strategic Thinking	All 1.1 Analyze and prepare financial transactions for a departmentalized accounting system.
Level 3: Strategic Thinking	All 1.2 Apply accounting control system procedures to maintain accurate records.

	<b>All 2: Demonstrate advanced accounting procedures.</b>
Level 2: Skill/Concept	All 2.1 Demonstrate the ability to handle uncollectible accounts/bad debts.
Level 2: Skill/Concept	All 2.2 Examine and apply the principles for plant assets and depreciation of assets.
Level 3: Strategic Thinking	All 2.3 Analyze the principles for notes payable and notes receivable.
Level 3: Strategic Thinking	All 2.4 Analyze the principles for accruals.

	<b>All 3: Perform accounting functions specific to corporations.</b>
Level 4: Extended Thinking	All 3.1 Analyze the factors that affect acquiring additional capital, issuing stock, and calculating and paying dividends.
Level 4: Extended Thinking	All 3.2 Analyze and interpret financial statements for corporations.

**Specialized Accounting  
Current Standards**

INDICATOR #SA 1: Utilize cost accounting methods to track, record, and analyze business costs.
SUB-INDICATOR 1.1 (Webb Level: 2 Skill/Concept): Explain and demonstrate appropriate cost accounting practices for a departmentalized merchandising business.
SUB-INDICATOR 1.2 (Webb Level: 2 Skill/Concept): Explain and demonstrate appropriate cost accounting practices for a manufacturing business.

INDICATOR #SA 2: Assess and interpret the financial conditions of corporations to make informed business decisions.
SUB-INDICATOR 2.1 (Webb Level: 4 Extended Thinking): Evaluate and assess budget reports to make business decisions.
SUB-INDICATOR 2.2 (Webb Level: 2 Skill/Concept): Demonstrate specialized accounting procedures to track cash flows.

INDICATOR #SA 3: Demonstrate budgeting, accounting and financial reporting for not-for-profit organizations.
SUB-INDICATOR 3.1 (Webb Level: 2 Skill/Concept): Perform special accounting functions pertaining to budgeting for not-for-profit organizations.
SUB-INDICATOR 3.2 (Webb Level: 3 Strategic Thinking): Prepare financial statements for not-for-profit organizations.

Changed course  
title to:

**Advanced Accounting  
Proposed Standards**

	<b>AA 1: Utilize cost accounting methods to track, record, and analyze business costs.</b>
Level 2: Skill/Concept	AA 1.1 Explain and demonstrate appropriate cost accounting practices for a departmentalized merchandising business.
Level 2: Skill/Concept	AA 1.2 Explain and demonstrate appropriate cost accounting practices for a manufacturing business.

	<b>AA 2: Assess and interpret the financial conditions of corporations to make informed business decisions.</b>
Level 4: Extended Thinking	AA 2.1 Evaluate and assess budget reports to make business decisions.
Level 2: Skill/Concept	AA 2.2 Demonstrate specialized accounting procedures to track cash flows.

	<b>AA 3: Demonstrate budgeting, accounting and financial reporting for not-for-profit organizations.</b>
Level 2: Skill/Concept	AA 3.1 Perform special accounting functions pertaining to budgeting for not-for-profit organizations.
Level 3: Strategic Thinking	AA 3.2 Prepare financial statements for not-for-profit organizations.

## Introduction to Financial Services

### Current Standards

INDICATOR #IFS 1: Explain how economics relates to the banking and financial industries.
SUB-INDICATOR 1.1 (Webb Level: 2 Skill/Concept): Describe the role of the Federal Reserve and how interest rates affect the economy.
SUB-INDICATOR 1.2 (Webb Level: 2 Skill/Concept): Explain inflation, deflation, recession, depression and their impact on the banking and financial industries.

INDICATOR #IFS 2: Analyze investment opportunities as they relate to the financial industry.
SUB-INDICATOR 2.1 (Webb Level: 2 Skill/Concept): Explain the structure of the securities market.
SUB-INDICATOR 2.2 (Webb Level: 3 Strategic Thinking): Differentiate mutual funds, corporate, and government bonds as they relate to investing.

INDICATOR #IFS 3: Examine the various types of insurance handled in the financial industry.
SUB-INDICATOR 3.1 (Webb Level: 2 Skill/Concept): Discuss
SUB-INDICATOR 3.2 (Webb Level: 2 Skill/Concept): Compare types of life insurance policies.

INDICATOR #IFS 4: Examine financial planning and counseling and how it relates to financial services.
SUB-INDICATOR 4.1 (Webb Level: 1 Recall): Identify successful strategies to help individuals/families achieve financial goals.
SUB-INDICATOR 4.2 (Webb Level: 1 Recall): Discuss the importance of confidentiality when working one-on-one with individuals/families as they work through their financial challenges.
SUB-INDICATOR 4.3 (Webb Level: 1 Recall): Explain the importance of avoiding consumer fraudulent activities and the importance of consumer ethics.

INDICATOR #IFS 5: Explain industry, consumer and career practices.
SUB-INDICATOR 5.1 (Webb Level: 1 Recall): Identify the difference between banks and credit unions.
SUB-INDICATOR 5.2 (Webb Level: 2 Skill/Concept): Describe the loan process.
SUB-INDICATOR 5.3 (Webb Level: 2 Skill/Concept): Explore career-ready practices.

Change course title to:

## Introduction to Financial Industries

### Proposed Standards

	<b>IFS 1: Explain how economics relates to the banking and financial industries.</b>
Level 2: Skill/Concept	IFS 1.1 Describe the role of the Federal Reserve and how interest rates affect the economy.
Level 2: Skill/Concept	IFS 1.2 Explain inflation, deflation, recession, depression and their impact on the banking and financial industries.

	<b>IFS 2: Analyze investment opportunities as they relate to the financial industry.</b>
Level 2: Skill/Concept	IFS 2.1 Explain the structure of the securities market.
Level 3: Strategic Thinking	IFS 2.2 Differentiate mutual funds, corporate, and government bonds as they relate to investing.

	<b>IFS 3: Examine the various types of insurance handled in the financial industry.</b>
Level 2: Skill/Concept	IFS 3.1 Discuss property and casualty insurance.
Level 2: Skill/Concept	IFS 3.2 Compare types of life insurance policies.

	<b>IFS 4: Examine financial planning and counseling and how it relates to financial industries.</b>
Level 1: Recall	IFS 4.1 Identify successful strategies to help individuals/families achieve financial goals.
Level 1: Recall	IFS 4.2 Discuss the importance of confidentiality when working one-on-one with individuals/families as they work through their financial challenges.
Level 1: Recall	IFS 4.3 Explain the importance of avoiding consumer fraudulent activities and the importance of consumer ethics.

	<b>IFS 5: Explain industry, consumer and career practices.</b>
Level 1: Recall	IFS 5.1 Identify the difference between banks and credit unions.
Level 2: Skill/Concept	IFS 5.2 Describe the loan process.
Level 2: Skill/Concept	IFS 5.3 Describe the consequences of extending the loan life to achieve lower monthly payments.
Level 2: Skill/Concept	IFS 5.4 Explore career-ready practices.

## Investment Planning

### Current Standards

INDICATOR #INV 1: Describe laws and regulations to manage transactions in the securities and investments industry.
SUB-INDICATOR 1.1 (Webb Level: 2 Skill/Concept): Explain regulations and ethical practices of the securities and investments industry.
SUB-INDICATOR 1.2 (Webb Level: 2 Skill/Concept): Describe fundamental concepts of real estate law.
SUB-INDICATOR 1.3 (Webb Level: 2 Skill/Concept): Explain the nature and scope of real estate titling.

INDICATOR #INV 2: Manage the use of financial resources to perform key duties in the securities and investments industry.
SUB-INDICATOR 2.1 (Webb Level: 2 Skill/Concept): Describe investment analysis and selection processes.
SUB-INDICATOR 2.2 (Webb Level: 4 Extended Thinking): Select investments for clients.
SUB-INDICATOR 2.3 (Webb Level: 3 Strategic Thinking): Appraise assets to determine their value.

INDICATOR #CE 3: Plan, monitor and manage day-to-day securities and investments operations.
SUB-INDICATOR 3.1 (Webb Level: 4 Extended Thinking): Implement securities and investments operations activities.

INDICATOR #INV 4: Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop in a securities and investments career.
SUB-INDICATOR 4.1 (Webb Level: 2 Skill/Concept): Describe careers in securities, investments, and real estate.
SUB-INDICATOR 4.2 (Webb Level: 2 Skill/Concept): Explore securities and investments licensing and certification programs.
SUB-INDICATOR 4.3 (Webb Level: 2 Skill/Concept): Describe securities and investments services.

INDICATOR #INV 5: Determine client needs and wants to guide purchase decisions and enhance future securities and investments opportunities.
SUB-INDICATOR 5.1 (Webb Level: 2 Skill/Concept): Explain securities and investments products and their benefits.
SUB-INDICATOR 5.2 (Webb Level: 4 Extended Thinking): Complete a securities and investments sale.
SUB-INDICATOR 5.3 (Webb Level: 3 Strategic Thinking): Demonstrate knowledge of Investment and Savings Plan.

## Investment Planning

### Proposed Standards

	<b>INV 1: Describe laws and regulations to manage transactions in the securities and investments industry.</b>
Level 1: Recall	INV 1.1 Explain regulations and ethical practices of the securities and investments industry.
Level 1: Recall	INV 1.2 Describe fundamental concepts of real estate law.
Level 1: Recall	INV 1.3 Explain the nature and scope of real estate titling.

	<b>INV 2: Identify the financial tools used in the securities and investments industry.</b>
Level 1: Recall	INV 2.1 Explain securities and investments products and their benefits.
Level 1: Recall	INV 2.2 Describe investment analysis and selection processes.
Level 4: Extended Thinking	INV 2.3 Select investments for clients.
Level 2: Skill/Concept	INV 2.4 Evaluate an asset appraisal to determine their value.

	<b>INV 3: Plan, monitor and manage day-to-day securities and investments operations.</b>
Level 4: Extended Thinking	INV 3.1 Implement securities and investments operations activities.

	<b>INV 4: Explore careers in the securities and investments industry</b>
Level 1: Recall	INV 4.1 Identify careers in securities, investments, and real estate.
Level 1: Recall	INV 4.2 Understand the role of securities and investments licensing and certification programs.

	<b>INV 5: Investigate strategies to Educate and attract potential customers .</b>
Level 3: Strategic Thinking	INV 5.1 Prospecting customers to grow a customer base.

**Personal Finance  
Current Standards**

<b>INDICATOR #PF 1: Analyze elements that affect personal income.</b>
SUB-INDICATOR 1.1 (Webb Level: 2 Skill/Concept): Explain controllable factors involved in personal finance.
SUB-INDICATOR 1.2 (Webb Level: 2 Skill/Concept): Analyze factors that affect take home pay.

<b>INDICATOR #PF 2: Implement processes involved in managing personal finances.</b>
SUB-INDICATOR 2.1 (Webb Level: 4 Extended Thinking): Execute a rational decision-making process considering alternatives and consequences.
SUB-INDICATOR 2.2 (Webb Level: 1 Recall): Differentiate among various money management tools.
SUB-INDICATOR 2.3 (Webb Level: 2 Skill/Concept): Generate a system to organize finances and maintain records.

<b>INDICATOR #PF 3: Use an informed decision-making process to manage credit and debt.</b>
SUB-INDICATOR 3.1 (Webb Level: 1 Recall): Differentiate the sources, costs and benefits of using consumer credit.
SUB-INDICATOR 3.2 (Webb Level: 2 Skill/Concept): Explain the positive and negative consequences of using credit.

<b>INDICATOR #PF 4: Evaluate savings and investment options to meet short- and long-term goals.</b>
SUB-INDICATOR 4.1 (Webb Level: 2 Skill/Concept): Explain how saving contributes to financial security.
SUB-INDICATOR 4.2 (Webb Level: 2 Skill/Concept): Explain how investing builds wealth and helps meet financial goals.

<b>INDICATOR #PF 5: Use appropriate and cost-effective risk management strategies.</b>
SUB-INDICATOR 5.1 (Webb Level: 4 Extended Thinking): Evaluate how risk management protects against financial loss.
SUB-INDICATOR 5.2 (Webb Level: 3 Strategic Thinking): Determine how consumer protection laws protect consumers.

**Personal Finance  
Proposed Standards**

	<b>PF 1: Analyze elements that affect personal income.</b>
Level 2: Skill/Concept	PF 1.1 Explain controllable factors involved in personal finance.
Level 2: Skill/Concept	PF 1.2 Analyze factors that affect take home pay.

	<b>PF 2: Implement processes involved in managing personal finances.</b>
Level 4: Extended Thinking	PF 2.1 Execute a rational decision-making process considering alternatives and consequences.
Level 2: Skill/Concept	PF 2.2 Differentiate among various money management tools.
Level 3: Strategic Thinking	PF 2.3 Generate a system to organize finances and maintain records.

	<b>PF 3: Use an informed decision-making process to manage credit and debt.</b>
Level 2: Skill/Concept	PF 3.1 Differentiate the sources, costs and benefits of using consumer credit.
Level 2: Skill/Concept	PF 3.2 Explain the positive and negative consequences of using credit.

	<b>PF 4: Evaluate savings and investment options to meet short- and long-term goals.</b>
Level 2: Skill/Concept	PF 4.1 Explain how saving contributes to financial security.
Level 2: Skill/Concept	PF 4.2 Explain how investing builds wealth and helps meet financial goals.

	<b>PF 5: Use appropriate and cost-effective risk management strategies.</b>
Level 4: Extended Thinking	PF 5.1 Evaluate how risk management protects against financial loss.
Level 3: Strategic Thinking	PF 5.2 Determine how consumer protection laws protect consumers.

**Banking Services  
Current Standards**

<b>INDICATOR #BNKS 1:</b> Describe laws and regulations to manage business operations and transactions in the banking services industry.
SUB-INDICATOR 1.1 (Webb Level: 1 Recall): Understand a compliance program and how it protects the company's well-being.
SUB-INDICATOR 1.2 (Webb Level: 2 Skill/Concept): Describe regulations and ethical practices governing banking services.

<b>INDICATOR #BNKS 2:</b> Understand how to create and maintain positive, ongoing relationships with banking customers.
SUB-INDICATOR 2.1 (Webb Level: 1 Recall): Understand how to develop positive relationships with customers to enhance company image.
SUB-INDICATOR 2.2 (Webb Level: 3 Strategic Thinking): Manage a profitable investment portfolio to build customer relationships.

<b>INDICATOR #BNKS 3:</b> Manage the use of financial resources to enhance banking performance.
SUB-INDICATOR 3.1 (Webb Level: 2 Skill/Concept): Describe the manner in which banks generate profit.
SUB-INDICATOR 3.2 (Webb Level: 4 Extended Thinking): Utilize financial formulas commonly used in banking to determine the growth and stability of banking services.

<b>INDICATOR #BNKS 4:</b> Understand banking technology.
SUB-INDICATOR 4.1 (Webb Level: 4 Extended Thinking): Utilize banking technology to increase workplace efficiency and effectiveness.

<b>INDICATOR #BNKS 5:</b> Plan, monitor and manage the day-to-day activities within a banking organization to ensure secure operations.
SUB-INDICATOR 5.1 (Webb Level: 2 Skill/Concept): Describe how bank security programs minimize chance for loss.
SUB-INDICATOR 5.2 (Webb Level: 2 Skill/Concept): Describe the loan application process to determine creditworthiness of customers.
SUB-INDICATOR 5.3 (Webb Level: 2 Skill/Concept): Discuss real estate lending and servicing.
SUB-INDICATOR 5.4 (Webb Level: 2 Skill/Concept): Discuss problem loan management.

<b>INDICATOR #BNKS 6:</b> Determine client needs and wants
SUB-INDICATOR 6.1 (Webb Level: 2 Skill/Concept): Describe sales techniques to acquire new business.

<b>INDICATOR #BNKS 7:</b> Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in banking services.
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Course title changed to:

**Principles of Banking  
Proposed Standards**

	<b>BNKS 1: Describe laws and regulations to manage business operations and transactions in the banking industry.</b>
Level 1: Recall	BNKS 1.1 Understand a compliance program and how it protects the company's well-being.
Level 1: Recall	BNKS 1.2 Describe regulations and ethical practices governing banking services.

	<b>BNKS 2: Understand how to create and maintain positive, ongoing relationships with banking customers.</b>
Level 1: Recall	BNKS 2.1 Understand how to develop positive relationships with customers to enhance company image.
Level 3: Strategic Thinking	BNKS 2.2 Manage a profitable investment portfolio to build customer relationships.

	<b>BNKS 3: Manage the use of financial resources to enhance banking performance.</b>
Level 2: Skill/Concept	BNKS 3.1. Describe the manner in which banks generate profit.
Level 3: Strategic Thinking	BNK 3.2. Utilize financial formulas commonly used in banking to determine the growth and stability of banking services.

	<b>BNKS 4: Understand banking technology.</b>
Level 4: Extended Thinking	BNKS 4.1. Utilize banking technology to increase workplace efficiency and effectiveness.
Level 1: Recall	BNKS 4.2 Understand how consumer banking products and processes are evolving through the use of technology.

	<b>BNKS 5: Plan, monitor and manage the day-to-day activities within a banking organization to ensure secure operations.</b>
Level 1: Recall	BNKS 5.1. Describe how bank security programs minimize chance for loss.
Level 2: Skill/Concept	BNKS 5.2 Demonstrate the proper procedures for cash transactions Complete a deposit slip
Level 2: Skill/Concept	BNKS 5.3. Describe the loan application process to determine creditworthiness of customers.
Level 2: Skill/Concept	BNKS 5.4. Discuss real estate lending and servicing.
Level 1: Recall	BNKS 5.5. Discuss problem loan management.

	<b>BNKS 6: Determine client needs and wants.</b>
Level 2: Skill/Concept	BNKS 6.1 Describe sales techniques to acquire new business.
Level 3: Strategic Thinking	BNKS 6.2 Demonstrate sales techniques to acquire new business.

	<b>BNKS 7: Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in banking services.</b>
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**Banking Services  
Current Standards**

SUB-INDICATOR 7.1 (Webb Level: 2 Skill/Concept): Describe the importance of ethical practices in the banking industry.
SUB-INDICATOR 7.2 (Webb Level: 1 Recall): Identify the nature and scope of types of banking institutions.
SUB-INDICATOR 7.3 (Webb Level: 3 Strategic Thinking): Acquire knowledge of banking processes and services.
SUB-INDICATOR 7.4 (Webb Level: 2 Skill/Concept): Describe roles and responsibilities in banking services.

**Course title  
changed to:**

**Principles of Banking  
Proposed Standards**

Level 1: Recall	BNKS 7.1. Describe the importance of ethical practices in the banking industry.
Level 1: Recall	BNKS 7.2. Identify the nature and scope of types of banking institutions.
Level 1: Recall	BNKS 7.3. Acquire knowledge of banking processes and services.
Level 2: Skill/Concept	BNKS 7.4. Explore the career pathways that exist within the banking industry.



## Risk Management and Insurance

### Current Standards

INDICATOR #RMI 1: Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in insurance.
SUB-INDICATOR 1.1 (Webb Level: 1 Recall): Describe essential knowledge and skills needed to be employed in the insurance industry.
SUB-INDICATOR 1.2 (Webb Level: 2 Skill/Concept): Describe roles and responsibilities associated with careers in the insurance industry.
SUB-INDICATOR 1.3 (Webb Level: 2 Skill/Concept): Describe insurance licensing and certification programs.

INDICATOR #RMI 2: Acquire product knowledge to communicate product benefits and to ensure appropriateness of product for the customer.
SUB-INDICATOR 2.1 (Webb Level: 2 Skill/Concept): Discuss the components of automobile insurance coverage.
SUB-INDICATOR 2.2 (Webb Level: 2 Skill/Concept): Discuss the components of health insurance coverage.
SUB-INDICATOR 2.3 (Webb Level: 2 Skill/Concept): Discuss the components of life insurance coverage.
SUB-INDICATOR 2.4 (Webb Level: 2 Skill/Concept): Discuss the components of homeowner's and renter's insurance.

INDICATOR #RMI 3: Determine client needs and wants to guide purchase decisions and enhance future insurance business opportunities.
SUB-INDICATOR 3.1 (Webb Level: 2 Skill/Concept): Describe insurance products and their benefits.
SUB-INDICATOR 3.2 (Webb Level: 3 Strategic Thinking): Evaluate existing client insurance and risk management needs.

INDICATOR #RMI 4: Describe laws and regulations to manage transactions in the insurance industry.
SUB-INDICATOR 4.1 (Webb Level: 1 Recall): Define regulations that ensure compliance and demonstrate adherence to insurance industry regulations.
SUB-INDICATOR 4.2 (Webb Level: 2 Skill/Concept): Explain legal concepts and ethics pertinent to the insurance industry.

INDICATOR #RMI 5: Demonstrate underwriting techniques and strategies to evaluate the risk posed by potential insurance clients.
SUB-INDICATOR 5.1 (Webb Level: 3 Strategic Thinking): Analyze the risk posed by potential clients in order to make insurance approval/denial decisions.

Change course title to:

## Principles of Insurance

### Proposed Standards

	POI 1: Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in insurance.
Level 1: Recall	POI 1.1. Describe essential knowledge and skills needed to be employed in the insurance industry.
Level 1: Recall	POI 1.2. Explore roles and responsibilities associated with careers in the insurance industry.
Level 1: Recall	POI 1.3. Describe insurance licensing and certification programs.

	POI 2: Acquire product knowledge to communicate product benefits and to ensure appropriateness of product for the customer.
Level 1: Recall	POI.2.1 Discuss the components of automobile insurance coverage.
Level 1: Recall	POI.2.2 Discuss the components of health insurance coverage.
Level 1: Recall	POI.2.3 Discuss the components of life insurance coverage.
Level 1: Recall	POI.2.4 Discuss the components of homeowner's and renter's insurance.

	POI 3: Determine client needs and wants to guide purchase decisions and enhance future insurance business opportunities.
Level 4: Extended Thinking	POI 3.1. Construct an insurance plan based on the consumer's insurance needs
Level 3: Strategic Thinking	POI.3.2 Evaluate existing client insurance and risk management needs.

	POI 4: Describe laws and regulations to manage transactions in the insurance industry.
Level 1: Recall	POI 4.1. Define regulations that ensure compliance and demonstrate adherence to insurance industry regulations.
Level 1: Recall	POI 4.2. Explain legal concepts and ethics pertinent to the insurance industry.

	POI 5: Evaluate underwriting techniques and strategies to determine the risk posed by potential insurance clients.
Level 3: Strategic Thinking	POI 5.1. Analyze the risk posed by potential clients in order to make insurance approval/denial decisions.