



TERM 2 TOPIC/s	*Key Skills/Subject Links	*Career links & BV
<p style="text-align: center;"><u>Unit 1</u></p> <p><b>Topic 4 – Everyday banking</b>            Different current accounts            How to open an account            How to use statements to monitor transactions            How to close an account</p> <p><b>Topic 5 – Savings Products</b>            Why people save            The impact of inflation and tax on savings            Product features that affect the return on savers            How safe deposits are            Ways of choosing between savings products</p> <p><b>Topic 6 – Borrowing products</b>            Why people borrow            The cost of borrowing including APR and EAR            Features of overdrafts, credit cards and loans.            Different borrowing needs that the different products are designed to meet</p> <p><b>Topic 10 – Dealing with unexpected events</b>            Using insurance            Revising budgets to meet unexpected expenses            Emergency savings            Borrowing            Benefits            Dealing with unexpected income</p> <p><b>Topic 11 – Dealing with Debt</b>            Options for people who can afford to make some repayments            Options for people who are insolvent            Advantages and disadvantages of different solutions            Importance of getting free, expert advice with debt</p> <p><b>Topic 12 – Earnings</b>            Employer and employee obligations under legislation/regulations related to earnings.            National minimum wage            Maximum working hours            Income Tax and NIC            PAYE systems/forms needed for employees e.g. payslips, P60 and P45            Self-assessment            Completing a tax return</p>	<p>Research skills            Comparison skills</p> <p>Maths            Evaluation skills            Comparison skills</p> <p>Maths            Evaluation skills            Comparison skills</p> <p>Problem solving            Analysis skills            Maths</p> <p>Comparison skills</p> <p>Research skills</p>	<p>Retail banking</p> <p>Independent financial advisor            Retail banking</p> <p>Tolerance of different faiths and beliefs            Rule of law            IFA</p> <p>Individual Liberty</p> <p>IFA            Banking</p> <p>HMRC            Tax            Accountancy</p>
TERM 3 TOPIC/s	*Key Skills/Subject Links	*Career links & BV
<p style="text-align: center;">Case study Prep            Multiple Choice Exam revision            Exam</p>		
TERM 4 TOPIC/s	*Key Skills/Subject Links	*Career links & BV

<p style="text-align: center;"><b>Unit 2</b></p> <p><b>Topic 1 – Needs, wants and aspirations</b> Needs, wants and aspirations How needs, wants and aspirations change Satisfying needs, wants and aspirations Internal/external factors that influence them Effects of personal values on behavior and decisions</p> <p><b>Topic 2 – Savings and investment products</b> Reasons why people save in the medium and long term Difference between savings and investment Providers of long-term savings and investment Long-term savings products and investment.</p> <p><b>Topic 6 – Financial planning and informed choices</b> Financial budgeting within a life cycle Making informed choices Matching a solution to the circumstances Product mixes Relationships between products Impact of external factors</p> <p><b>Topic 7 – Dealing with unforeseen events</b> Flexibility in financial planning 'What if' calculations Debt and its management The financial footprint Redundancy Separation and divorce</p>	<p>Research skills Analysing Skills</p> <p>Maths Skills Comparison skills Evaluative skills</p> <p>Budgeting Comparison skills</p> <p>Maths Comparsion</p>	<p>Tolerance of different faiths and beliefs</p> <p>Investment Banking Tolerance of different faiths and beliefs</p> <p>Financial Advisor Law</p> <p>Banking</p>
<b>Resit</b>	<b>TERM 5 TOPIC/s</b>	<b>*Career links &amp; BV</b>
<p style="text-align: center;"><b>Unit 2</b></p> <p><b>Topic 3 – Borrowing Products</b> Why people borrow in the medium term and longer term Medium-term and long-term borrowing products Mortgages, hire purchase and students loans Minimising the risk of borrowing through insurance.</p> <p><b>Topic 4 – Dealing with long-term risks</b> The features of risk and the relationship between risk and reward Attitudes to risk and financial planning Impact, severity and probability of risk Dealing with long term risks</p> <p><b>Topic 5 – Financial planning</b> Financial planning for the medium and long term Purposes of financial planning Features of effective financial planning Financial planning tools Planning processes Using financial Products to meet financial goals Consequences of failing to financially plan</p>	<p>Maths skills Comparison Skills</p> <p>Evaluation skills Application skills</p> <p>Planning/Organisational skills</p>	<p>Banking IFA</p> <p>Risk Analyst</p> <p>Independent financial advisor Accountant</p>

<p><b>Topic 8 – Ethics and Sustainability</b>  Features of information and advice  Factors that influence financial choices  Ethics  Sustainability  Ethical and sustainability considerations in choosing financial products  Principles and key features of Islamic banking</p> <p><b>Topic 9 – Sources of information and advice</b>  The needs for financial advice  Sources of information</p> <p><b>Topic 10 – Making an informed choice</b>  Making an informed choice  Making recommendations based on a case study</p>	<p>Research skills  Application skills</p> <p>Research skills</p> <p>Evaluation skills</p>	<p>Research analyst</p> <p>IFA</p> <p>IFA</p>
<b>TERM 6 TOPIC/s</b>	<b>*Key Skills/Subject Links</b>	<b>*Career links &amp; BV</b>
<p>Case study Prep  Multiple Choice Exam revision  Exam</p>		

**KS5 Curriculum Overview Personal Finance**

**Year 13**

<b>TERM 1 TOPIC/s</b>	<b>*Key Skills/Subject Links</b>	<b>*Career links &amp; BV</b>
<p style="text-align: center;"><b><u>Unit 3</u></b></p> <p><b>Topic 1 – Personal Financial Sustainability</b>  Planning and achieving sustainable personal finances  Flexible financial planning  Budgets, cash flows and cash-flow modelling  Setting priorities  Planning for contingencies  Using appropriate financial products and services to help maintain sustainable personal finances</p> <p><b>Topic 2 – How the state can help</b>  History of the welfare benefits in the UK  The need for state welfare provision to those in need  The range of help available under the benefits system  Source of financial advice available  Sources of help available</p> <p><b>Topic 5 – Good Debt, Bad Debt</b>  Borrowing money now to give up future income.  Benefits of debt  Costs of debt  Balance of benefits and costs of debt  Attitudes to debt</p>	<p>Maths skills  Planning skills</p> <p>Research skills</p> <p>Maths skills  Comparison skills</p>	<p>Financial advisor  Retail banking  Asset management</p> <p>HMRC  Civil Servant  Accountant  Financial advisor</p> <p>Financial Advisor  Accountant</p>

<p><b>Financial footprint</b> <b>Problem debt</b></p> <p><u>Topic 6 – The impact of global events and ethics</u> Key external factors that influence financial services providers, their products and their customers Ethical issues in financial services and products.</p>	<p>Analysis skills</p>	<p>Financial Analyst</p>
<p><b>TERM 2 TOPIC/s</b></p>	<p><b>*Key Skills/Subject Links</b></p>	<p><b>*Career links &amp; BV</b></p>
<p><b>Unit 3</b></p> <p><u>Topic 3 – The impact of external factors</u> Changes in external financial factors Analysis of external factors (PESTLE) Effect of international influences Presentation of external factors using graphs/tables/charts etc.</p> <p><u>Topic 4 – Monitoring and adapting personal financial plans</u> Monitoring budgets and longer-term plans Methods of monitoring finances Adapting financial plans in response to external factors</p> <p><u>Topic 7 – The impact of recent changes</u> Changes to financial services industry including regulation and legislation The impact of the changes Positive changes to the way in which financial services providers do business</p> <p>Revision</p>	<p>Analysis skills</p> <p>Analysis Comparison</p> <p>Research skills</p>	<p>Financial Analyst</p> <p>Financial advisor</p> <p>Legislation officer</p>
<p><b>TERM 3 TOPIC/s</b></p>	<p><b>*Key Skills/Subject Links</b></p>	<p><b>*Career links &amp; BV</b></p>
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<p><b>TERM 4 TOPIC/s</b></p>	<p><b>*Key Skills/Subject Links</b></p>	<p><b>*Career links &amp; BV</b></p>
<p><b>Unit 4</b></p> <p><u>Topic 1 – The Financial System</u> The structure of the financial system Variety of institutions, including banks, building societies, insurers, credit unions, friendly societies, pension funds and financial advisers The role of the Bank of England The financial regulatory bodies and other organisations that protect consumers Recent trends in the financial services sector The role of financial intermediation Sources and applications of funds New types of financial services provision</p>	<p>Research skills</p> <p>Analysis skills</p>	<p>Banking Advisory roles</p>

<p><b><u>Topic 2 – Competition in the financial services sector</u></b>  The importance of competition  Competition situation in the UK  The need to promote more competition  Methods of increasing competition  The consumer environment and the determination of consumer choice</p> <p><b><u>Topic 6 – impact of change and uncertainty on financial products</u></b>  Change, uncertainty, risk and loss  Changing rates of inflation  Volatility in the stock market  Economic uncertainty  Attitudes to credit and debt  Institutional issues  Changing weather patterns  Religious attitudes to financial products  Ethical and environmental concerns  Terrorist attacks</p> <p><b><u>Topic 7 – Marketing materials and their effectiveness</u></b>  Effectiveness  Targeting consumer groups  Marketing materials  Small print  Types of marketing  Different advertising methods  Ethics/CSR of marketing literature  Evaluating the marketing mix</p> <p><b><u>Resit</u></b></p>	<p>Research skills  Evaluation skills</p> <p>Analysis skills  Research skills</p> <p>Research skills  Evaluation skills</p>	<p>Analyst</p> <p>Banking  Marketing</p>
TERM 5 TOPIC/s	*Key Skills/Subject Links	*Career links & BV
<p><b><u>Unit 4</u></b>  <b><u>Topic 3 – Sustainability in the financial services sector</u></b>  The meaning of sustainability, including environmental, economical and social  Importance of the sustainability of the financial system  Sustainability of individual providers within the financial services system  Sustainability of financial products  Trends in (un)sustainability</p> <p><b><u>Topic 4 – The impact of the media on the sustainability of the financial services industry</u></b>  The relationship between the financial services sector and the media  The ways in which the media treat financial services issues  Extreme reporting vs balanced view including media bias  Facts behind the headlines  Media as watchdog</p>	<p>Analysis skills</p> <p>Comparison skills</p>	<p>Banking</p> <p>Marketing  Banking</p>

<p><b><u>Topic 5 – External influences on financial services providers and their products</u></b>  The meaning of the external environment and PESTLE  Political environment/agenda/regulation and consumer protection  Economic environment including inflation, employment, interest rates, housing market and stock market movement  Social environment including financial inclusion, cultural trends, debt, pensions and housing.  Technological environment including data storage and processing requirements  The legal environment</p> <p><b><u>Topic 8 – Attracting, retaining and satisfying customers</u></b>  Managing the customer relationship, including the marketing mix, advertising, branding PR  Attracting and retaining customers, including the marketing mix, customer service, reputation, brand image, loss leaders, social and ethical considerations  Achieving customer satisfaction, including transactional selling and relationship marketing</p> <p><b><u>Topic 9 – Market segmentation and product development</u></b>  Meeting the needs, wants and aspirations of a market segment by means of add-ons and other benefits  Market research in financial services, including the information that can be gathered, and what is meant by primary and secondary research  The product development process, including considerations of complexity and opacity, new v existing customers and new products</p> <p><b><u>Topic 10 – Case studies</u></b>  Using personal financial planning to meet needs, wants and aspirations  Monitoring and managing the sustainability of personal finances  The impact of PESTLE factors on consumers and providers  How products can be designed to respond to consumer needs, wants and preferences  The impact of market research on product development and marketing messages</p>	<p>Analysis skills</p> <p>Organisational skills</p> <p>Application skills Evaluation skills</p>	<p>Analyst role</p> <p>Personal banking Customer services</p> <p>Marketing</p>
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