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Finance careers include planning, services for financial and investment planning, banking, insurance, and business financial management.

### **Financial Advising in North Dakota**

#### **Introduction**

North Dakota has thousands of opportunities within the high skilled world of Finance. The four career pathways offer a wide array of careers with a variety of skills required.

#### **Warm-Up Activity**

State to the students, “Imagine that you are a Personal Financial Advisor. It is your job to invest your clients’ money in the stock market in the attempt to earn a nice return on their investment. In this activity as the Financial Advisor, you will be given \$25,000 of imaginary money to invest over a two-week period of time. The object is to see which Financial Planner has earned the most amount of money.”

Preview the following “Marcopolo: EconEdLink website:

<http://www.econedlink.org/lessons/index.cfm?lesson=NN333> -- “Here’s Your Chance to Make Millions in the Stock Market” and click on the three “Interactive Activity” links found within the lesson. Do these interactive activities as a class and allow the students to vote on whether to invest the money in the Stock Market or put it in the bank.

(The teacher may need to give the students some background information on how the Stock Market and investing works if it hasn’t been covered in the classroom.)

#### **Procedure**

The students will be given class time to research various stocks and current events that may influence the prices of those stocks. Each student is to pretend that they have been given \$25,000 in which to invest over a two-week period of time. Each student should invest in five different companies. The number of shares and the amount of money they

invest is up to them so long as they do not invest more than their beginning total. On an agreed upon date, the students will invest their money using the prices quoted in the stock tables for that day. The students will then chart the gains or losses for their number of shares in each of the five companies using Spreadsheet or Excel software.

Have students review the [www.northdakotahasjobs.com](http://www.northdakotahasjobs.com) and [www.jobsnd.com](http://www.jobsnd.com) websites. Ask the students to list the different occupations that are part of this cluster and have jobs currently available in North Dakota. They should identify five North Dakota companies that employ people in these occupations.

Upon completion of the project, the students will write a brief essay defending their choices for investing in the five companies they chose and analyze any outside influences as to why their stocks increased or decreased.

Consider inviting a local Financial Planner into your classroom as a guest lecturer to go over the Stock Market with your students.

For a variation of this assignment, the teacher could have the students track stocks of North Dakota businesses.

### **Assessment**

Design a rubric for evaluating the spreadsheet assignment and for the final essay. The following website is a resource for developing rubrics: <http://www.4teachers.org/>

### **Standards**

This activity addresses the following North Dakota Social Studies Standard:  
Standard 3: Economic Systems.

- 8.3.2 – Understand the structure of the United States economic system.
- 8.3.3 – Know the key features of the various kinds of specialized institutions that exist in market economies.
- 8.3.4 – Understand the importance of management of personal finances.

### **Time Frame**

The process should take no longer than three 45-minute class periods. The students can do the rest of the project independently. Each class session for the next two-week period of time should begin with a one to two minute update given by the students on the progress being made and problems being encountered.

### **Resources**

EconEdLink - <http://www.econedlink.org/lessons/index.cfm?lesson=NN333>

4 Teachers - <http://www.4teachers.org/>

Nasdaq - [www.nasdaq.com](http://www.nasdaq.com)

The Wall Street Journal Classroom Edition - [www.wsjclassroomedition.com](http://www.wsjclassroomedition.com)

Money Central - [www.moneycentral.msn.com](http://www.moneycentral.msn.com)

CNBC - [www.cnbc.com](http://www.cnbc.com)

The Cluster/Pathway Model for Finance outlines the pathways and occupations as well as the related cluster knowledge and skills. This model can be located by clicking on Career Clusters at [www.imaginend.com](http://www.imaginend.com).

## Career Cluster: Finance

*Planning, services for financial and investment planning, banking, insurance, and business financial management.*

Sample Career Specialties / Occupations	<p>Personal Financial Advisor•Tax Preparation• Sales Agents, Securities, Commodities•Investment Advisors•Brokerage Clerk (Assistant) •Development Officers</p>	<p>Accountants• Financial Analysts•Treasurers, Controllers and Chief Revenue Agents•Auditor•Economists•Tax Examiners•Collectors•Revenue Agents</p>	<p>Credit Analyst• Loan Officers•Bill and Account Collectors• Tellers•Loan Processors•Customer Service Reps•Data Processors•Accounting•Internal Auditors•Compliance Officers•Title Researchers &amp; Examiners•Abstractors•Credit Report Providers•Repossession Agents•Network Services•Operations Managers•Debt Counselors</p>	<p>Claims Agents, Examiners, and Investigators• Claims Clerks•Insurance Appraisers•Underwriters• Actuaries•Sales Agents•Customer Service Agents•Processing Clerks•Direct Marketing</p>
Pathways	<p><b>Financial &amp; Investment Planning</b></p>	<p><b>Business Financial Management</b></p>	<p><b>Banking &amp; Related Services</b></p>	<p><b>Insurance Services</b></p>
Cluster K&S	<p><b>Cluster knowledge and skills</b></p> <ul style="list-style-type: none"> <li>◆ Academic Foundations ◆ Communications ◆ Problem Solving and Critical Thinking ◆ Information Technology Applications ◆ Systems</li> <li>◆ Safety, Health and Environmental ◆ Leadership and Teamwork ◆ Ethics and Legal Responsibilities</li> <li>◆ Employability and Career Development ◆ Technical Skills</li> </ul>			