

This document crosswalks the definition of global competence, as defined by the Asia Society (<http://asiasociety.org/files/book-globalcompetence.pdf>) to the Common Career Technical Core (CCTC), a state-led initiative to establish a set of rigorous, high-quality standards for Career Technical Education, managed by Advance CTE (<https://www.careertech.org/cctc>). The definition of global competence and the CCTC were developed separately by state education leaders as well as diverse groups of teachers, business and industry experts, administrators, and researchers.

* Please note, if the URL links do not work, copy and paste them into your browser.

Finance Career Cluster© (FN)							
Cluster Element		Investigate the World	Recognize Perspectives	Communicate Ideas	Take Action	International Application	Resources
1	Utilize mathematical concepts, skills, and problem solving to obtain necessary information for decision making in the finance industry.	X	X	X	X	Read the article "International Finance" on the Reference for Business website. Then use the Foundation for Teaching Economics lesson plan 7 on International Money Exchange, to facilitate a lesson on foreign exchange markets.	http://www.referenceforbusiness.com/encyclopedia/Int-Jun/International-Finance.html ; http://www.fte.org/teacher-resources/lesson-plans/eflessons/foreign-currencies-and-foreign-exchange/
2	Utilize tools, strategies, and systems to plan, monitor, manage, and maintain the use of financial resources.	X				Utilize the IMF lesson plans to explore globalization in financial resources.	https://www.imf.org/external/np/exr/center/econed/#lessonplans
3	Plan, staff, lead, and organize human resources in finance to enhance employee productivity and job satisfaction.	X	X			Read the article "Human Resources: The Business Case for Diversity" from American Banker. How does a diverse workforce strengthen a company?	http://www.americanbanker.com/magazine/120_5/human-resources-the-business-case-for-diversity-1018035-1.html
4	Determine effective tools, techniques, and systems to communicate and deliver value to finance customers.		X	X		Divide students into five groups and have each take a section of the article "5 Considerations for Building Strong International Business Relationships" on the Trade Ready website. They should then discuss how this consideration builds strong international relationships. Consider how these apply to customers in the U.S. from diverse cultural backgrounds as well. Have each group share their discussion with the class.	http://www.tradeready.ca/2015/trade-takeaways/5-considerations-building-strong-international-business-relationships/
5	Create and maintain positive, ongoing relationships with finance customers.		X	X		Same as above.	http://www.tradeready.ca/2015/trade-takeaways/5-considerations-building-strong-international-business-relationships/
6	Plan, monitor, and manage day-to-day activities to ensure effective and efficient finance operations.						

7	Implement safety, health, and environmental controls to ensure a safe and productive finance work workplace.		X	X	Have students read the brochure "Building a Preventative Safety and Health Culture" from the International Labor Organization and discuss the potential impact on finance workplaces.	http://www.ilo.org/wcmsp5/groups/public/---ed_norm/---normes/documents/publication/wcms_233211.pdf
8	Describe and follow laws, regulations, and ethical standards that affect finance operations and transactions.	X	X	X	Have students research and write a three- to four-page paper on socially responsible investing. As part of their conclusion, have students select one company they feel is socially responsible that they would recommend investing in and explain why.	
9	Plan, manage, and maintain the use of financial resources to protect solvency.		X	X	Ask students if money has different meanings to different people, and how so? Use one of the lesson plans on money management.	https://www.icevonline.com/files/9014/3206/1208/CEV80257_Lesson_Plan.pdf
10	Plan, organize, and manage a finance organization/department.		X	X	Follow the lesson with a discussion on how cultural influences or communication barriers can have an impact on money management.	http://www.web-books.com/eLibrary/NC/B0/B58/005MB58.html
11	Plan, monitor, and manage day-to-day activities required to sustain continued business functioning.		X	X		
12	Access, evaluate, and disseminate financial information to enhance financial decision-making processes.	X	X	X	Using the Explore Money from around the World app (from the Federal Bank of Cleveland), learn about international money and learn basic facts about various countries' economies. Then look more in-depth at some currencies currently in fluctuation. Following these activities, discuss how financial decision making might be impacted based on the country you live in.	https://www.clevelandfed.org/en/learningcenter/explore-money-from-around-the-world.aspx
13	Manage a financial product or service mix in order to respond to market opportunities.					
14	Employ financial risk-management strategies and techniques used to minimize business loss.		X	X	Have the students read the article Risk Management in International Business from the Society of Actuaries and then discuss international risk management techniques and challenges.	https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&ved=0ahUKEwiqz-KcvO7OAhUHwWMKHT9XA34QFggqMAA&url=https%3A%2F%2Fwww.soa.org%2Flibrary%2FNewsletters%2FRisk-Management-Newsletter%2F2013%2Faugust%2Fjrm-2013-iss27-hou.aspx&usg=AFQjCNFKzL5cogHLrjxEIJZxplRT5CJJgg&sig2=OVt4wNx12Jr9uvTyUgo4sA



Accounting Career Pathway (FN-ACT)							
Cluster Element		Investigate the World	Recognize Perspectives	Communicate Ideas	Take Action	International Application	Resources
1	Describe and follow laws and regulations to manage accounting operations and transactions.			X		Read and discuss the international accounting standards on the Investopedia website.	http://www.investopedia.com/terms/i/ias.asp
2	Utilize accounting tools, strategies, and systems to plan, monitor, manage, and maintain the use of financial resources.						
3	Process, evaluate, and disseminate financial information to assist business decision making.		X	X		Brainstorm common superstitions the students are aware of. Discuss if they think superstitions play a role in how financial information is considered and used in decision making. Do they think the superstitions they brainstormed would influence their decision making? Have students read the <i>New Yorker</i> article "How Culture Influences Our Financial Decisions," and then revisit the conversation about their superstitions, but also how cultural differences can play a role in decision making as well.	http://www.newyorker.com/business/currency/how-culture-influences-our-financial-decisions
4	Utilize career-planning concepts, tools, and strategies to explore, obtain, and/or develop an accounting career.	X	X	X	X	Explore careers in international accounting.	http://www.topaccountingdegrees.org/faq/what-careers-are-in-international-accounting/



Banking Services Career Pathway (FN-BNK)							
Cluster Element		Investigate the World	Recognize Perspectives	Communicate Ideas	Take Action	International Application	Resources
1	Describe and follow laws and regulations to manage business operations and transactions in the banking services industry.		X	X		Discuss the International Banking Act of 1978 (found on the FDIC website) and its impact on banking services.	https://www.fdic.gov/regulations/laws/rules/8000-4800.html
2	Create and maintain positive, ongoing relationships with banking customers.	X	X	X		Conduct an online search for "international banking customer service." Select a bank with a webpage and research how the services offered create and maintain relationships with international customers.	
3	Manage the use of financial resources to enhance banking performance.						
4	Demonstrate the use of banking technology and equipment.						
5	Plan, monitor, and manage the day-to-day activities within a banking organization to ensure secure operations.						
6	Utilize career-planning concepts, tools, and strategies to explore, obtain, and/or develop a career in banking services.	X	X	X	X	Have students read the article "Investment Banking: Job Options," from Careers-in-Finance.com. As they do, they should select two areas of interest. Have students further research careers in these two areas and write one page of their findings for each area (two pages total).	http://www.careers-in-finance.com/iboptions.htm
7	Determine client needs and wants and respond through planned, personalized communication to guide purchase decisions and enhance future business opportunities in banking services.	X	X	X	X	Have students read the article "5 Ways to Know What Your Customers Want Before They Do," from Inc.com. In teams, have students create a banking services scenario with diverse customers (based on previous research into how culture may affect financial decision making above). Have teams then switch their scenario and role play responding to the client's needs.	http://www.inc.com/paul-schoemaker/5-ways-to-know-what-your-customer-wants.html



Business Finance Career Pathway (FN-BFN)							
Cluster Element		Investigate the World	Recognize Perspectives	Communicate Ideas	Take Action	International Application	Resources
1	Describe and follow laws and regulations to manage business operations and transactions in corporate finance.		X	X		Have students watch the video on International Business Treaties from Study.com (you may need to sign up for a free account). Discuss terminology and how the concepts in the video impact business operations internationally.	http://study.com/academy/lesson/international-business-treaties.html
2	Manage the use of financial resources to ensure business stability.						
3	Utilize career-planning concepts, tools, and strategies to explore, obtain, and/or develop in a corporate finance career.	X	X	X	X	Have students investigate universities with international finance programs. Read the article "Schools with International Finance Programs: How to Choose," and have students use the information to narrow down their list to their top three school choices.	http://study.com/articles/Schools_with_International_Finance_Programs_How_to_Choose.html
4	Employ risk-management strategies and techniques in corporate finance to minimize business loss.	X				Consider the "Toll of Terrorism" on international business by reading the article on the IMF website. In groups, discuss risk management strategies.	http://www.imf.org/external/pubs/ft/fandd/2015/06/bandyopa.htm



Insurance Career Pathway (FN-INS)							
Cluster Element		Investigate the World	Recognize Perspectives	Communicate Ideas	Take Action	International Application	Resources
1	Describe and follow laws and regulations to manage business operations and transactions in the insurance industry.		X	X		Have students read about the NAIC's International Insurance Relations Committee. Discuss why this committee was established and the importance to the insurance industry.	http://www.naic.org/cmte_g.htm
2	Plan, monitor, and manage day-to-day insurance organization activities.						
3	Utilize career-planning concepts, tools, and strategies to explore, obtain, and/or develop a career in insurance.	X	X	X	X	Have students search for an international insurance position of interest to them and make a list of questions of what they would like to know about this job. Discuss student questions. If appropriate, students can research the answers to their questions and write a short paper on their research.	
4	Demonstrate underwriting techniques and strategies to evaluate the risk posed by potential insurance clients.		X	X		Discuss the risk presented in the article "A Foreign Education."	http://www.riskandinsurance.com/foreign-education/
5	Determine client needs and wants and respond through planned, personalized communication to guide purchase decisions and enhance future insurance business opportunities.		X	X		Read the article "A Foreign Education," from Risk & Insurance. In small groups, have students come to a consensus on what they believe are the top 10 global risks to be considered for future business decisions and opportunities.	http://www.riskandinsurance.com/top-risks-ranked-by-risk-managers/



Securities & Investments Career Pathway (FN-SEC)							
Cluster Element		Investigate the World	Recognize Perspectives	Communicate Ideas	Take Action	International Application	Resources
1	Describe and follow laws and regulations to manage business operations and transactions in the securities and investments industry.	X	X	X	X	Utilize the unit plan on Foreign Investment and Globalization from Globalization 101.	http://www.globalization101.org/investment-2/
2	Manage the use of financial resources to perform key duties in the securities and investments industry.						
3	Plan, monitor, and manage day-to-day securities and investments operations.						
4	Utilize career-planning concepts, tools, and strategies to explore, obtain, and/or develop in a securities and investments career.	X		X		Have students research securities and investments positions available internationally.	
5	Determine client needs and wants and respond through planned, personalized communication to guide purchase decisions and enhance future securities and investments opportunities.	X	X	X		Have students read the article on understanding the needs of culturally diverse clients. In teams, have students research different cultures. Have the teams prepare a five-minute presentation on the culture and considerations for financial planning for this culture.	http://www.lifehealthpro.com/2011/02/04/understanding-the-needs-of-culturally-diverse-clie