Grade Level 11

Overview

Students research and analyze the cost of postsecondary education and analyze different ways of paying for it.

Learning Outcomes

At the end of this lesson, students will be able to:

- List and compare the expenses related to postsecondary education.
- Identify ways to pay for or reduce the cost of postsecondary education.
- Identify and explain the potential consequences of methods used to pay for education.

Language Objectives

At the end of this lesson, students will be able to:

- Verbally articulate a minimum of two tips for financing postsecondary education.
- Verbally articulate an estimated cost for each of California’s four college systems.

Standards Alignment

- California Common Core State Standards: College & Career Readiness Anchor Standards:
  - RI. 4, 7; W. 2, 4, 6; SL. 1, 2, 4
- California Career Technical Education Anchor Standards:
  - 3
- California Standards for Career Ready Practice:
  - 1, 2, 3
- National Career Development Guidelines:
  - CM 2
- International Society for Technology in Education Standards:
  - 2, 3
• English Language Development Standards:
  o Part 1: 5, 6, 10
  o Part 2: 1, 3, 4, 6

• American School Counselor Association Mindsets & Behaviors:
  o M 3; BLS 7; BSM 10

Materials

1. Computer with Internet access for students
2. Computer with Internet access and projection capability for instructor
3. Projector and screen
4. Student Handouts
   • Financial Aid Vocabulary (pp. 6–7)
   • Expense Comparison Chart (p. 8)
   • Ways to Pay (p. 9)
5. Online Resources
   o College: Plan Now, Pay Less Start-Up Video
     https://www.youtube.com/watch?v=qXyZW2XDaCc
   o College Board: Focus on Net Price, Not Sticker Price
     https://bigfuture.collegeboard.org/pay-for-college/paying-your-share/focus-on-net-price-not-sticker-price
   o Financial Aid
     https://www.calcareercenter.org/Home/Content?contentID=221
   o Financial Aid Resources
     https://www.calcareercenter.org/ Home/Content?contentID=182
   o Avoiding Financial Aid or Scholarship Scams
     https://www. calcareercenter.org /Home/Content?contentID=222
   o Tips to Reduce Your Costs for Postsecondary Education
     https://www.calcareercenter.org/Home/Content?contentID=289
   o Net Price Calculator Center, United States Department of Education

Academic Vocabulary

• See Financial Aid Vocabulary handout
Activity
Students will research and compare postsecondary educational expenses and learn about different ways to pay them.

Getting Ready
Review the following resources before beginning this lesson:

- Preview the “College: Plan Now, Pay Less” start-up video (link in Materials section)
- Become familiar with the handouts and Web site content (links in Materials section)
- Review resources in the Additional Resources section

Lesson Procedures
1. Introduce the lesson by showing the “College: Plan Now, Pay Less” start-up video (link in Materials section) and confirm students understand what to expect and/or introduce the lesson without the video by telling students you will be talking about the cost of postsecondary education.

2. Ask students “What is postsecondary education?” (Prompt students to look at educational options beyond traditional college. For example, technical schools, vocational training, apprenticeships, and the military.)

3. Ask students to name all college-related expenses they can think of. Distribute the “Financial Aid Vocabulary” handout. Review and discuss the terms.

4. Knowing the types of expenses related to college and determining what you actually have to pay for college can be complicated. Review the cost of college information on “Focus on Net Price, Not Sticker Price” (link in Materials section) and discuss the net price of postsecondary education.
   - Did you know there was a difference in what is advertised and what you pay?
   - Are you surprised at the different between sticker and net prices? What surprises you the most?
   - Has this changed your mind about the affordability of postsecondary education?

5. Divide the class into groups and distribute the handout “Expense Comparison Chart”. Tell students they are going to use a Net Price Calculator (link in Materials section) to get cost estimates for college. You will assign each group one of the following college systems:
   - Community Colleges
• California State Universities
• University of California
• Private colleges and universities

If you have more than four groups, assign individual campuses from each college system.

Have each student record their findings and report out to the class. Create a template on the board and have each group come up and write in their findings. Once the board is filled in, lead a class discussion on the differences and similarities of expenses among the four college systems.

• Are students surprised at the cost variable between the four college systems?
• What expenses surprised them?
• If the cost is too high, where can students save money?
• Name two tips you will use in planning your postsecondary education.

6. Using Think-Pair-Share, ask students to generate a list of ways to pay for college. Have students share their ideas with the class and write them on the board.

7. Divide the class into pairs, distribute the handout “Ways to Pay” and have students research ways to finance postsecondary education by exploring the following Web pages on the California Career Center (all links are in the Materials section):

• Financial Aid
• Financial Aid Resources
• Avoiding Financial Aid or Scholarship Scams
• Tips to Reduce Your Costs for Postsecondary Education

*Note:* Instead of using the links in the Materials section, you can access these pages by going to the Career Center home page then select “Money Management” and then select whichever page you wish to view.

8. For homework, ask students to respond in writing to the following questions:

• Are you surprised at the cost of postsecondary education? Why or Why not.
• What did you learn that you didn’t know before this lesson?
• How will you apply your findings as you plan your education and career?

Remind students their papers will be graded on their use of Standard English conventions.

9. Wrap Up. Remind students there are many types of postsecondary options and many ways to pay for them. Don’t let a high cost of education cut off exploring options—talk with the financial aid office at programs being considered.

10. Remind students to put their work products in their career portfolios whether they are using a paper folder or an online filing system.
Estimated Time
One class session

Evaluation

- Student will be evaluated on the completeness and quality of information they record on their handout.

- Students will be evaluated on their use of Standard English conventions in their homework writing assignment.

Additional Resources

- Fund Your Future Workbook, California Student Aid Commission Publications
  http://www.csac.ca.gov/doc.asp?id=40

- California CareerZone
  http://www.cacareerzone.org

- College Affordability and Transparency Center, U.S. Department of Education
  http://collegecost.ed.gov/

Adaptations

- Order free copies of the California Student Aid Commission’s “Fund You Future Workbook” student magazine (link in Additional Resources section) and use it as a resource to explore and discuss financial aid options for California students.

- Have students go to the California CareerZone (link in Materials section) and enter into the search box the title of an occupation they are interested in exploring. They then need to choose an occupation from the list that is generated. On the occupation profile page, have students click on the building icon under Common College majors. They can now compare four colleges by clicking in the box next to each college name and then selecting Compare Selected at the bottom of the list. Ask them to compare the Tuition, Room and Board, and Average Aid for their four schools and describe how these cost differences could influence their choice of a college.

- Review and discuss the resources available at the College Affordability and Transparency Center (link in Additional Resources section).

This lesson and all other lessons and materials are posted on the California Career Resource Network Web site at www.californiacareers.info.
Financial Aid Vocabulary

Terms used throughout the financial aid process.

- **Certified Grade Point Average (GPA)**: is the official transcript you ask your high school to send to colleges and programs to which you are applying. Your school "certifies" your transcripts are official.

- **Expected Family Contribution (ECF)**: is an estimate of how much money the student’s family will be expected to contribute each year. The ECF is calculated based on the FAFSA results.

- **Free Application for Federal Student Aid (FAFSA)**: is the application used by nearly all colleges and universities to determine eligibility for federal, state, and college-sponsored financial aid, including grants, educational loans, and work-study programs.

- **Grant**: is a monetary award that does not need to be repaid. Many granting agencies look at the FAFSA results for determining awards.

- **Loan**: a sum of money that is borrowed and must be paid back with interest.

- **Net Price**: is what a student will actually pay to attend a college. It's the sticker price minus all financial aid awards such as work-study, grants, scholarships, and fee waivers.

- **Net Price Calculator**: An online tool that gives you a personalized estimate of what it will cost to attend a specific college. Most colleges are required by law to post a net price calculator on their Web sites.

- **Scholarship**: a gift of money to students from state, federal, or private sources.

- **Sticker price**: is the total yearly cost of a college education. It includes the yearly expense of tuition, books, room and board, and campus fees.

- **Tuition**: is the mandatory charge to cover part of the cost of a student's education at a college/university.

**Examples of campus fees students may have to pay**

- **Associated Students Fee**: covers funding for student organizations and clubs, student-owned and operated businesses, student advocacy efforts, and general operating costs of the Associated Students organization.
**Financial Aid Vocabulary, p. 2**

- **Course Fees**: pay for courses that require specific resources such as technology or science labs and art and music materials.

- **Health Insurance Premium**: supplemental campus health services, may be waived if students can prove they already have comparable or better coverage from another source.

- **Health Center Fee**: supports services at an on-campus health center.

- **Intercollegiate Athletics Fee**: supports the athletics program.

- **Newspaper Fee**: supports the operating costs of the campus newspaper.

- **Program Fee**: funding for on-campus entertainment such as lectures, concerts, films, and cultural events.

- **Recreation Center Fee**: helps pay the cost of construction, maintenance, and operation of the student recreation center.

- **Student Services Fee**: supports campus programs and services that support physical and mental well-being, social and cultural activities, campus life and community, and educational and career programs.

- **Student Services Fee**: supports student services such as counseling.

- **Student Union/Center Fee**: helps pay the costs of construction, maintenance, and operation of the student union.
## Expense Comparison Chart

Write down the costs for each college option.

<table>
<thead>
<tr>
<th>Cost</th>
<th>Community College</th>
<th>California State</th>
<th>University California</th>
<th>Private</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fees*</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Books &amp; supplies</td>
<td></td>
<td></td>
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<tr>
<td>Housing</td>
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<td>Food</td>
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<tr>
<td>Parking &amp; transportation</td>
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<tr>
<td>Personal**</td>
<td></td>
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</tbody>
</table>

*Fees may include:
Classroom/lab
College Newspaper Program
Health Center
Health Insurance Premium
Intercollegiate Athletics Program
Recreation Center Program
Student Services
Student Union/Center

**Personal expenses may include:
Cable TV
Cell Phone
Clothing
Entertainment
Internet
Laundry
Utilities (gas, electric, etc.)
# Ways to Pay

Write down the results from your research on how to pay for postsecondary education.

<table>
<thead>
<tr>
<th>Ways to pay</th>
<th>Benefits</th>
<th>Drawbacks</th>
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<tbody>
<tr>
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Resources:
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California Career Resource Network, California Department of Education