



Career and Technical Education (CTE) Middle School Competencies

Career Cluster:
M58-Financial Services

May 2026



M58-Financial Services: Empowering Financial Resilience

Cluster Definition: The Financial Services Career Cluster encompasses careers in managing and advising financial transactions, including banking, lending, corporate finance, debt management, accounting, insurance, and real estate. These careers contribute to economic stability and growth by supporting the financial health of individuals and organizations.

Sub-Clusters:

- Accounting
- Banking & Credit
- Financial Strategy & Investments
- Insurance
- Real Estate

More details can be found at [Financial Services - Advance CTE](#)



Middle School Competencies

The MS Instructional Design form will be used to communicate the delivery model of the program, which will also be entered into the Career and Technical Education Information System (CTEIS).

Competency Code	M58 Financial Services Middle School Competency Statements
M1	Evaluate industry safety protocols by identifying common financial risks (e.g., fraud, identity theft, data privacy breaches) and implementing secure behaviors such as safeguarding personal information, strong authentication practices, and timely reporting of suspicious activity to support regulatory compliance.
M2	Explain the roles and responsibilities of professionals across Financial Services sub-clusters—such as accountants, credit analysts, personal financial advisors, insurance underwriters, and real-estate professionals—and how they collaborate from client intake and records management to transaction processing and risk assessment.
M3	Analyze financial decision-making practices by comparing budgeting approaches, savings, vehicles, credit options, and investment products to balance cost, risk, and long-term goals for individuals and organizations.
M4	Apply basic recordkeeping and numeracy techniques to interpret simple financial statements, calculate interest and payment schedules, and complete entry-level budgeting or reconciliation exercises.
M5	Differentiate between types of financial tools and technologies—including bank accounts and payment platforms, spreadsheets and ledgers, risk management and insurance instruments—and describe appropriate maintenance routines (e.g., account reconciliation, secure password updates, documentation for compliance).
M6	Create small-scale financial projects—such as a classroom microenterprise budget, a savings and investment plan, or a mock loan application—using ethical practices, teamwork, and clear documentation to simulate real financial processes.
M7	Assess consumer protection and compliance guidelines by examining how financial regulations (e.g., fair lending, auditing standards, risk and claims procedures) promote safe, legal, and transparent outcomes for clients and communities.
M8	Explore careers in the Financial Services Career Cluster and connect the opportunities to personal interests, strengths, and future goals.

Advance CTE Career Ready Practices

Career Ready Practices, built on a meta-analysis of over 30 different listings of general professional skills developed by industry and educational institutions, represent the skills needed to succeed in the modern workplace. These practices should be embedded across the pre-kindergarten to workforce continuum. Refer to the [Advance CTE Career Ready Practices](#) document for more detailed information.

Competency Code	Career Ready Practices
CRP 01	Lead as a contributing and professional employee
CRP 02	Communicate clearly, effectively, and with reason
CRP 03	Think critically to make sense of problems and persevere in solving them
CRP 04	Collaborate productively while using cultural and global competencies
CRP 05	Use digital skills and technologies to enhance productivity and make data-informed decisions
CRP 06	Remain resilient in a changing workplace and world of work
CRP 07	Manage time and space effectively
CRP 08	Demonstrate a creative and innovative mindset
CRP 09	Act as a good steward of organizational and personal finances and resources
CRP 10	Navigate an education and career path aligned to strengths, work style, interests, and goals
CRP 11	Consider the environmental and social impacts of decisions
CRP 12	Apply appropriate academic and technical skills