Financial Competency: who cares? Everybody.

- **High-schools** want to meet state Fin Lit mandate as cost-effectively as possible
- **Teachers** want to scale their reach in the classrooms
- **Students** want to be prepared and capable for adulthood
- **Parents** want financially self-sufficient children
- **Colleges** want to remove debt as a factor in dropping out
- **Employers** want productive employees undistracted by debt
- **States** want to move families up and out of poverty
- **Legislators** want a strong middle-class
- **Lenders** want fewer debt write-offs
# Digital Learners

<table>
<thead>
<tr>
<th>Online</th>
<th>vs</th>
<th>Textbooks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Games</td>
<td>vs</td>
<td>Lectures</td>
</tr>
<tr>
<td>Doing</td>
<td>vs</td>
<td>Studying</td>
</tr>
<tr>
<td>When needed</td>
<td>vs</td>
<td>When scheduled</td>
</tr>
<tr>
<td>Learner-pull</td>
<td>vs</td>
<td>Teacher-push</td>
</tr>
<tr>
<td>Fast</td>
<td>vs</td>
<td>Time consuming</td>
</tr>
<tr>
<td>Skills</td>
<td>vs</td>
<td>Awareness</td>
</tr>
</tbody>
</table>

**Engagement!**
Online Instruction: High School Statistics
Traditional vs Hybrid* instruction models

Carnegie Mellon, Open Learning Initiative, Lovett et al

*Instruction with an online component, aka
Settings

Colleges
University of Illinois, Chicago
University of St. Joseph, CT
Ohio University
Texas Southern University
Stockton University
NCAA
Distance Learning Affinity Group

High Schools
Chicago District 94
Montgomery County (MD)
Illinois Virtual School
Four Rivers Charter School (MA)
NYC Schools (NY)
La Sierra Academy (CA)
Union County Vo-Tech (NJ)

Government and Non-Profit
AFCPE
US Air Force
PenFed Foundation
National Academy Foundation
Job Corps
City of Irvine Summer Youth Jobs
Pregnancy Help Centers of Texas

Departments
Career Development
Financial Aid
Finance Department
Freshman Orientation
Guidance
Student Life
TRiO, SSS

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Becoming a Millionaire

Practice 120 financial tasks and choices

Experience consequences
Net Worth
Credit Score

Calculators
Simulators
Widgets
Games = Skills
Competency-based learning
Engaging, illuminating, safe experimentation

Web:
Synchronous, asynchronous, blended, flipped
Scalable, self-paced delivery
1 Admin: 500 Learners

Effective
90% flunk Pretest
90% pass Posttest
Total Package

- PreTest and PostTest
- The Course
  - 120 Lessons / tasks
  - 8 Topics
  - 2 Modes: Path or Topic
    Dynamic, formative quizzes
- Wallet
- Built-in Reference
- Administrative tools
# Sizing the MoneyU Unit

<table>
<thead>
<tr>
<th>#-weeks</th>
<th>8-seat-hours</th>
<th></th>
<th>9-seat-hours</th>
<th></th>
<th>10-seat-hours</th>
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<tbody>
<tr>
<td></td>
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<td>Steps/day</td>
<td>Minutes/day</td>
<td>Steps/day</td>
<td>Minutes/day</td>
<td>Steps/day</td>
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<td>7-days/week</td>
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<td>5-days/week</td>
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<td>17.29</td>
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<tr>
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<td>6.05</td>
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<tr>
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<td>5.76</td>
<td>36.00</td>
<td>4.48</td>
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<tr>
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<td>24.00</td>
<td>4.32</td>
<td>27.00</td>
<td>3.36</td>
<td>30.00</td>
<td>3.03</td>
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<tr>
<td>6</td>
<td>16.00</td>
<td>2.88</td>
<td>18.00</td>
<td>2.24</td>
<td>20.00</td>
<td>2.02</td>
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<td>1.68</td>
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<td>1.44</td>
<td>9.00</td>
<td>1.12</td>
<td>10.00</td>
<td>1.01</td>
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</tbody>
</table>
Rigorous Design

- Consistent, Significant, Replicable Outcomes
- Meets curriculum standards
- Comprehensive
- Objective, unbiased, current
- Cost effective, scalable
Flexible Use

Independent self-study

Synchronous classroom

Asynchronous distance learning

Blended

Flipped

Peer-led study groups
The quality of the content along with the engaging presentation makes this one of the very finest financial education products I have seen.

I use MoneyU in my classes in the last month of school. It’s a sure cure for senioritis.

Don Zabelin
Illinois Virtual High School

I actually did get a lot out of it. I think it’s a great program for first year students.

Luciana T.
St Joseph College

My students could not put this game down, and even played it in other classes, when they should not have.

Every one of them scored 80% or better on the posttest.

Michael Baker
Montgomery County, Md Public Schools
In their words

Very well done! Although I am not the target audience for this site (I'm 33 with a MBA), the information is spot on and very relevant.

I'm in the military, and I know many young adults that could really use this info.

James Smith
US Air Force

I learned more in this short, easy course than in the Finance courses I took, taught by licensed business teachers.

Colin Andrews
University of Wisconsin

Everyone should have to take this. There was so much I didn't know regarding financial issues like credit cards, loans, savings, debt, and interest rates.

The program was creative and it was nowhere near as boring as I thought it would be. It was definitely interesting and educational!

Maria Castro-Reece
Ohio University

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Initial Findings

Teaching Financial Literacy Using Game-Based Instruction:
A Summary of Initial Research on MoneyU®

Jack A. Naglieri, Ph.D.
Professor of Psychology, George Mason University
Senior Research Scientist, Devereux Center for Resilient Children
jnaglieri@gmail.com
naglieri@gmu.edu

Executive Summary

Four studies show that MoneyU’s game-based instruction leads to significant learning, even for students who have had some prior financial training. Across the studies, while only 20% of the students passed the pretest, after taking the MoneyU course, 98% passed the posttest. The results were very consistent across the four studies in high school and college classes, despite different teachers, curriculums and demographics. The data from these studies indicate that the differences in pretest and posttest scores were significant, and the effect sizes can be described as very large.
# Recent Findings

## Tests and Completions

<table>
<thead>
<tr>
<th>Steps Completed</th>
<th>% Steps Completed</th>
<th>Pre-Test Score (%)</th>
<th>Post-Test Score (%)</th>
<th>Pre/Post-Test Delta</th>
<th>Days to Complete</th>
<th>Average Jump-in-score: 40%</th>
<th># Students</th>
<th>Survey Completion Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>80% = Pass</td>
<td>≥50%</td>
<td>≤7</td>
<td>1 = Not!</td>
<td>2 = A little</td>
<td>3 = Pretty much</td>
<td>4 = Totally!</td>
<td>2594</td>
<td>88%</td>
</tr>
</tbody>
</table>

- Most students complete MoneyU in 8 to 10 hours total, that’s about 3 weeks, at 20 to 30 minutes per day.
- Nearly a fourth jump by 50% or more!

## Surveys

<table>
<thead>
<tr>
<th># Students</th>
<th>Surveys Completed</th>
<th>Survey Completion Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>1288</td>
<td></td>
<td>56%</td>
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</table>

## Aggregate

<table>
<thead>
<tr>
<th>Mean</th>
<th>Mode</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>67.08</td>
<td>68.03</td>
<td>68.63</td>
</tr>
<tr>
<td>51.54</td>
<td>100.00</td>
<td>94.83</td>
</tr>
<tr>
<td>40.15</td>
<td>22.60</td>
<td>25.02</td>
</tr>
</tbody>
</table>

% that flunk: 89%, 10%  
% that pass: 11%, 90%

## College

<table>
<thead>
<tr>
<th># Students</th>
<th>Surveys Completed</th>
<th>Survey Completion Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>1565</td>
<td></td>
<td>91%</td>
</tr>
<tr>
<td>604</td>
<td></td>
<td>68%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Mean</th>
<th>Mode</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>67.89</td>
<td>68.03</td>
<td>69.40</td>
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<tr>
<td>92.02</td>
<td>100.00</td>
<td>94.83</td>
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<tr>
<td>39.19</td>
<td>22.04</td>
<td>27.80</td>
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</tbody>
</table>

% that flunk: 88%, 9%  
% that pass: 11%, 91%

## High School

<table>
<thead>
<tr>
<th># Students</th>
<th>Surveys Completed</th>
<th>Survey Completion Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>1029</td>
<td></td>
<td>83%</td>
</tr>
<tr>
<td>322</td>
<td></td>
<td>56%</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Mean</th>
<th>Mode</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>65.84</td>
<td>61.33</td>
<td>67.60</td>
</tr>
<tr>
<td>50.63</td>
<td>51.52</td>
<td>94.83</td>
</tr>
<tr>
<td>41.79</td>
<td>30.82</td>
<td>30.82</td>
</tr>
</tbody>
</table>

% that flunk: 90%, 11%  
% that pass: 10%, 89%

The data herein represent 3 colleges in 3 States and 3 high school districts in 2 States, and are a statistically valid sample representing all classes enrolled in MoneyU.
Contact

KathyGriffin@MoneyU.com

www.MoneyU.com

301-949-0748