Concept lists

LifeSmarts topics are purposefully broad to reflect today’s complex consumer marketplace. Below are breakdowns of each broad topic into eight to 10 subtopics. On the following cards, each subtopic is further broken down into eight key vocabulary terms. While this is not meant to be an exhaustive list of the content covered in competition, it is provided to give LifeSmarts coaches and players a good starting point to acquire the consumer knowledge they need to be successful in LifeSmarts and in life.

Personal Finance
- Career Planning, Education & Income
- Credit & Debt Management
- Decision Making & Smart Shopping
- Financial Planning
- Financial Services
- Housing
- Money Management & Budgeting
- Risk Management
- Taxes
- Information & Regulation
- Acronyms & Abbreviations

Consumer Rights
- Choices & Decisions
- Citizenship
- Consumer Protection
- Contracts
- Fraud
- Lifecycle
- Marketing & Advertising
- Marketplace Economics
- Workplace
- Information & Regulation
- Acronyms & Abbreviations
Concept lists continued

**Technology**
- Communication & Social Networks
- Computing
- Cyber Ethics
- Cyberspace
- Multimedia
- Other Technologies
- Privacy & Security
- Information & Regulation
- Acronyms & Abbreviations

**The Environment**
- Atmosphere, Water & Land
- Ecology
- Energy
- Populations
- Sustainability
- Waste Management
- Information & Regulation
- Acronyms & Abbreviations

**Health & Safety**
- Controlled Substances
- Disease & Medicine
- Emergency & First Aid
- Healthcare
- Mental Health & Relationships
- Nutrition & Food Safety
- Personal Care & the Body
- Safety
- Wellness
- Information & Regulation
- Acronyms & Abbreviations
VOCABULARY

CAREER PLANNING, EDUCATION & INCOME

Benefits
Deductions
Entrepreneur
Financial plan

Benefits
Deductions
Entrepreneur
Financial plan

Garnishment
Minimum wage
Resume
Transfer payment

CREDIT & DEBT MANAGEMENT

20/10 rule
Closed-end credit
Credit history
Debit card

20/10 rule
Closed-end credit
Credit history
Debit card

Finance charge
Predatory lending
Revolving credit
Unsecured debt

DECISION MAKING & SMART SHOPPING

Alternative
Comparison shopping
Fixed/flexible expenses
Needs

Alternative
Comparison shopping
Fixed/flexible expenses
Needs

Pay Yourself First
Purchase agreement
Unintended consequences
Warranty
VOCABULARY

PERSONAL FINANCE

Financial Planning
- Annual report
- Broker
- Capital gain
- Compound interest
- Dividend
- Mutual fund
- Retirement
- Stock

Financial Services
- Bank
- Credit union
- Direct deposit
- EFT
- Fund availability
- Online banking
- Reconcile
- Wire transfer

Housing
- Appraisal
- Closing cost
- Equity
- Lease
- Mortgage
- PITI
- Security deposit
- Title
VOCABULARY

PERSONAL FINANCE

Money Management & Budgeting
Asset
Budget
Credit counseling
Long-term goal

Opportunity cost
Record keeping
Time value of money
Variable expenses

Risk Management
Beneficiary
Comprehensive coverage
Deductible
Disability insurance

Floater
Premium
Renters insurance
Social Security

Taxes
Audit
Deduction
Exemption
Gross income

Progressive tax
Tax bracket
W-2
Withholding
Information & Regulation

CARD Act  FDIC
COBRA  SEC
Fair Credit Billing Act  Truth-in-Lending Act
Federal Reserve Board  Usury laws

Acronyms & Abbreviations

401K  FICO
APY  IRA
EFT  MSRP
CRA  PIP
**VOCABULARY**

**CONSUMER RIGHTS**

**Choices & Decisions**
- Behavioral economics
- Comparison shop
- Decision making process
- Impulse purchase
- Lifestyle
- Opportunity cost
- Standard of living
- Wants

**Citizenship**
- Bill of Rights
- Civic responsibility
- Demographics
- Expunge
- Habeas corpus
- Naturalization
- Slander
- Vital statistics

**Consumer Protection**
- Antitrust laws
- BBB
- CAP
- Constructive complaining
- Escrow service
- Lemon law
- Product liability
- Small claims court
## VOCABULARY

### CONSUMER RIGHTS

#### Contracts
- Acceleration clause
- Arbitration
- Balloon payment
- Implied warranty
- Judgment
- Mediation
- Repossession
- Right of rescission

#### Fraud
- 419
- Counterfeit check
- Fraud alert
- Identity theft
- Phishing
- Quackery
- Skimming
- Spoof

#### Lifecycle
- Alimony
- Birth certificate
- Codicil
- Legal age
- Living will
- Power of Attorney
- Selective Service
- Transcript
VOCABULARY

CONSUMER RIGHTS

Marketing & Advertising
Bait and switch
Direct marketing
Dynamic pricing
Loss leader
Obsolescence
Product placement
Store brands
Testimonial

Marketplace Economics
*Caveat Emptor*
Cooperative
Crowd sourcing
Fiscal year
GDP
Imports
Law of Demand
Scarcity

Workplace
Apprenticeship
Career cluster
Credentials
Diversity
Internship
Mentor
Seniority
Time management
VOCABULARY

CONSUMER RIGHTS

Information & Regulation

Cooling Off Rule  FDA
CFPB  Free trade
Do Not Call Registry  USDA
Energy Star Label  Weights and Measures

Acronyms & Abbreviations

BBB  FCC
CIC  MSRP
CPSC  OSHA
EOC  UPC
VOCABULARY

TECHNOLOGY

Communication & Social Networks

Blog
Cyberbullying
E-mail
Emoticon

Podcast
Social Network
Spam
Texting

Computing

Attachment
Backup
Disk drive
File extension

Hard disk space
Hardware
RAM
Software

Cyber Ethics

Bootleg
Computer forensics
Cybercrime
Digital footprint

Intellectual property
Netiquette
Plagiarism
Software piracy
Cyberspace

Broadband  Hotspot
Encryption  IP address
Home page  Search engine
Hyperlink  Upload

Multimedia

Animation  Presentations
Audio      Sound card
Gaming     Text
Image      Video
VOCABULARY

TECHNOLOGY

Other Technologies

3-D printing
Artificial Intelligence (AI)
Apps
Assistive technology

Cloud computing
Cybersecurity
E-waste
Virtual assistant

Privacy & Security

Data breach
Keylogger
Malware
Opt-out

Privacy policy
Social engineering
Spam
Virus
Information & Regulation

Deep Web
Domain
E-commerce
FCC

IC3
ICANN
Net neutrality
Tutorial

Acronyms & Abbreviations

AUP
DSL
FCC
HDMI

IMAP
LED
RFID
WAN
### Controlled Substances

<table>
<thead>
<tr>
<th>Addiction</th>
<th>Inhalant</th>
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</thead>
<tbody>
<tr>
<td>Anabolic steroid</td>
<td>Overdose</td>
</tr>
<tr>
<td>Depressant</td>
<td>Stimulant</td>
</tr>
<tr>
<td>DUID</td>
<td>Withdrawal</td>
</tr>
</tbody>
</table>

### Disease & Medicine

<table>
<thead>
<tr>
<th>Active ingredient</th>
<th>Immune system</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allergy</td>
<td>Overdose</td>
</tr>
<tr>
<td>Asymptomatic</td>
<td>Pathogens</td>
</tr>
<tr>
<td>Disease</td>
<td>Vaccine</td>
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</tbody>
</table>

### Emergency & First Aid

<table>
<thead>
<tr>
<th>AED</th>
<th>Disaster supply kit</th>
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</thead>
<tbody>
<tr>
<td>Anaphylaxis</td>
<td>Hypothermia</td>
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<tr>
<td>Burns</td>
<td>Shock</td>
</tr>
<tr>
<td>Dehydration</td>
<td>Tetanus</td>
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</tbody>
</table>
# VOCABULARY

## HEALTH & SAFETY

### Healthcare

<table>
<thead>
<tr>
<th>Term</th>
<th>Term</th>
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<tbody>
<tr>
<td>ACA</td>
<td>Long-term care</td>
</tr>
<tr>
<td>Deductible</td>
<td>Medicare</td>
</tr>
<tr>
<td>Fee for service</td>
<td>Physical therapy</td>
</tr>
<tr>
<td>Flexible spending account</td>
<td>Ultrasound</td>
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</tbody>
</table>

### Mental Health & Relationships

<table>
<thead>
<tr>
<th>Term</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anger management</td>
<td>Eating disorder</td>
</tr>
<tr>
<td>Bipolar disorder</td>
<td>Negotiation</td>
</tr>
<tr>
<td>Conflict</td>
<td>Phobia</td>
</tr>
<tr>
<td>Depression</td>
<td>Road rage</td>
</tr>
</tbody>
</table>

### Nutrition & Food Safety

<table>
<thead>
<tr>
<th>Term</th>
<th>Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>2-hour rule</td>
<td>Functional food</td>
</tr>
<tr>
<td>Amino acid</td>
<td>Portion control</td>
</tr>
<tr>
<td>Digestion</td>
<td>Sanitation</td>
</tr>
<tr>
<td>Foodborne illness</td>
<td>Vegan</td>
</tr>
</tbody>
</table>
VOCABULARY

HEALTH & SAFETY

Personal Care & the Body
Antibodies
Blood pressure
Concussion
Glucose

Hygiene
Risk factor
UV rays
Virus

Safety
Carbon monoxide
Child resistant packaging
Circuit breaker
CPR

Fire triangle
PFD
Prevention
Recall

Wellness
Aerobic
Exercise
Ligament
Metabolism

Obesity
Physiology
Stress
Wellness
Information & Regulation

CDC  NHTSA
Drug facts label  Poison Control Center
FDA  Quackery
Health claim  Red Cross

Acronyms & Abbreviations

ABC  HIPPA
ADA  LDL
CPSC  RDA
FMLA  UL
THE ENVIRONMENT

Atmosphere, Water & Land

- Acid rain
- Bioclimate
- Erosion
- Ground water
- Ozone
- Prairie
- Reservoir
- Water cycle

Ecology

- Carbon cycle
- Ecological impact
- Environment
- Greenhouse effect
- Habitat
- Native species
- Run-off
- Wastewater
VOCABULARY

THE ENVIRONMENT

Energy
Alternative fuels
Emission
Energy recovery
Fuel economy standard
Hybrid
Peak Electricity demand
Renewable
Solar Energy

Populations
Carbon footprint
Carcinogen
Endangered species
Irradiation
Migration
Pathogens
Population density
Potable water
VOCABULARY

THE ENVIRONMENT

Sustainability
Carrying capacity  Natural resources
Climate change  Pollutant
Genetically modified  Social responsibility
Going green  Urban planning

Waste Management
Agricultural waste  Mandatory recycling
Curbside collection  Post-consumer waste
Dump  Salvage
Landfill  Source reduction
## VOCABULARY

### THE ENVIRONMENT

#### Information & Regulation
- Bureau of Land Management
- Clean Air Act
- Endangered Species Act
- Energy.gov
- Kyoto Protocol
- National Response Center
- National Weather Service
- Superfund

#### Acronyms & Abbreviations
- CWA
- EPA
- GRAS
- HDPE
- NIMBY
- NOAA
- PPM
- VOC