This is the description of a course designed to enable the student to develop realistic expectations of the marriage commitment in terms of his personal values and goals. Students analyze typical marital adjustment, examine possible courses of action and determine their impact on family harmony. Topics include realistic attitudes toward marriage, role expectations, common marital adjustments, importance of adaptability, family life styles, and the establishment of a relationship which encourages personal growth. The course is intended for students of either sex in grades 11 or 12. It is not intended to be a prescription for teaching, but rather an aid to the teacher in making Home and Family Education more meaningful and interesting to students. This is a first edition or working copy and it is hoped that teachers will note suggested changes and additions while using it, in order to aid in future revision. (Author/BW)
MARRIAGE DAY BY DAY
6757.02
Home and Family Education
MARRIAGE: DAY BY DAY

6757.02

Home and Family Education

Written by
Margaret Hein
Nancy Williams

for the
DIVISION OF INSTRUCTION
Dade County Public Schools
Miami, Florida 33132
1971
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COURSE DESCRIPTION

This course is designed to enable the student to develop realistic expectations of the marriage commitment in terms of his personal values and goals. Students will analyze typical marital adjustments, examine possible courses of action and determine their impact on family harmony. Topics will include realistic attitudes toward marriage, role expectations, common marital adjustments, importance of adaptability, family life styles, and the establishment of a relationship which encourages personal growth.

COURSE ENROLLMENT GUIDELINES

This course is designed to be offered to any interested boy or girl in grades 11 or 12. There are no prerequisites. However, the courses entitled The Changing Family and Rings 'n Things would be valuable prior experiences. Students should be encouraged to complete this family living sequence by future enrollment in Parenthood and The Family and Crises. For those students especially interested in the area of family money management, S.O.S.-Spend or Save is recommended as a concurrent or future course enrollment.

RATIONALE

A happy marriage is an accomplishment; it is not presented to a couple as a wedding gift. A satisfying relationship happens as a result of two devoted people working constantly to make it happen. There is no secret formula for success. This course, however, is designed to provide applicable information, point out common pitfalls, offer positive suggestions and increase self-understanding, all of which can provide insight into the task of building and maintaining the kind of relationship in which a husband and wife will share a quality of satisfaction and a degree of lasting closeness.

FOREWORD

This course of study has been developed by teachers as part of an effort to make Home and Family Education more meaningful and interesting to students. It is not intended to be a prescription for teaching, but rather an aid to the teacher in meeting the objectives. The wealth of activities and resources are intended to be examples from which the teacher can select those that best meet the needs of the students. To facilitate continuity it is recommended that the teacher be selective in choosing activities, but maintain all objectives within the course. Where content ideas are given, they are intended to be general notes and suggestions from the writer(s) to the teacher to further explain objectives and activities. This first edition is a Working Copy and it is hoped that the teacher will note suggested changes and additions while using it in order to aid in future revision.
MAJOR GOALS

1. The student will develop realistic expectations of the marriage commitment in terms of personal values and goals.

2. He or she will analyze typical areas of marital adjustment and attitudes conducive to marital success.

BEHAVIORAL OUTCOMES

The student will be able to:

1. Identify and analyze the types and extent of adjustment which realistically may occur during the earliest days of marriage.

2. Consider the implications of the term compatible living and evaluate the importance of mutually acceptable patterns of authority, communication and daily living as they relate to it.

3. Evaluate the importance of mutually satisfying expressions of love and affection as to their effect on the total relationship between a husband and wife.

4. Evaluate the importance of family planning and the effectiveness of various methods of birth control.

5. Assess the functions of conflict in marriage and describe various methods of handling conflict.

6. Analyze the factors which determine husband and wife role expectations and describe the changing patterns of traditional roles.

7. Develop a pattern for cooperative decision-making that could enable a couple to coordinate their combined resources to best advantage.

8. Illustrate the method by which a couple could construct a workable spending plan and describe purchasing techniques of the wise consumer.

9. Determine various methods of efficient use of time and energy in carrying out the dual roles of homemakers and wage earners.

10. Recognize the circumstances under which a husband and wife tend to develop harmonious relationships with both sets of parents.

11. Explain the significance of similar interests in and attitudes toward social activities and occupational goals in marital adjustment.

12. Recognize marital problems and conditions under which a couple should seek help from a qualified outside source.

13. Identify common causes and legal aspects of divorce and describe typical problems encountered as a consequence.

14. Appraise marital success as one of the criteria for considering parenthood.
COURSE CONTENT

I. Period of the honeymoon
   A. Traditional expectations
   B. Realistic expectations

II. Adjustments to the interrelationships of marriage
   A. Establishing patterns of compatible living
      1. Authority patterns
      2. Communication
      3. Routines of daily life
   B. Expressing love and affection
      1. Means of expression
      2. Sexual adjustment
      3. Family planning
   C. Handling marital conflict
      1. Functions of conflict
      2. Methods
         a. Constructive quarreling
         b. Destructive quarreling
         c. Family conference
   D. Examining role expectations
      1. Definition of the term
      2. Tradition and change
      3. Determining factors
      4. Case study analysis
      5. Personal analysis
   E. Coordinating combined resources
      1. Cooperative decision-making
         a. Recognizing values and goals
         b. Adjusting to conflicting demands
      2. Money
         a. Preparing a workable plan
         b. Becoming wise consumers
      3. Time and energy
      4. Managing a home
         a. Responsibility sharing
         b. Dual roles of homemakers and wage earners

III. Adjustments to the intra-relationships of the partnership
   A. Getting along with parents
   B. Mutual social activities
   C. Occupational activities

IV. Evaluating the relationship
   A. Recognizing when help is indicated
   B. Sources of outside assistance
      1. Educational centers
      2. Physicians and clergymen
      3. Counseling agencies
         a. Where found
         b. Criteria for judging competency
COURSE CONTENT (continued)

C. Divorce
   1. Causes
   2. Legal aspects
   3. Typical problems

D. Considering parenthood
**BEHAVIORAL OUTCOME:** 1. Identify and analyze the types and extent of adjustment which realistically may occur during the earliest days of marriage.

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<th>SUGGESTED CONTENT IDEAS</th>
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<tbody>
<tr>
<td>Traditional expectations of the honeymoon</td>
<td>Discuss the honeymoon tradition and its modern implications. Bring to class articles and cartoons depicting adjustments during the honeymoon period. Discuss how the type of honeymoon might affect early marital adjustment.</td>
<td>When You Marry pp. 158-168</td>
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<td>Listen to a travel agent discuss types of honeymoon trips which are popular among young people.</td>
<td>Your Marriage and Family Living pp. 234-236</td>
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<td>Invite a panel of married couples to discuss adjustments in the early days of marriage. Make a list of the types of adjustment which are mentioned.</td>
<td>Married Life pp. 352-334</td>
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<td>Case studies for class discussion: Paula and Jim took a honeymoon trip. They were so eager to start married life in their new apartment that they drove home a day before they were due to return. Some of their friends made remarks that their honeymoon must not have been pleasant. Was this likely the case?</td>
<td>Relationships: A Study in Human Behavior pp. 235-236</td>
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<td>Bill and Marion felt a nice honeymoon trip was very important. Therefore, they used all their savings to go to Jamaica. Did they make a wise decision?</td>
<td>Personal Adjustment, Marriage and Family Living pp. 212, 218-222, 227-229</td>
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<td>Small group discussion topics: What type of honeymoon is &quot;best&quot;? What honeymoon intimacies might require adjustment? What environmental pressures today might make early marital adjustment more difficult? What are the pros and cons for a delayed honeymoon? What are the implications of the saying, &quot;The honeymoon is over&quot;?</td>
<td>Teacher reference: Family Life and Sex Education: Curriculum and Instruction pp. 212-213</td>
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**Resourc...**
**BEHAVIORAL OUTCOME:** Consider the implication of the term **compatible living** and evaluate the importance of mutually acceptable patterns of authority, communication and daily living as they relate to it.

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<td>The thrills of dating cannot live on forever. No two human beings, regardless of how intimately they live together, can avoid obligations or evade all problems of adjustment. Our culture, with its emphasis on movies, radio, television and fiction, has led us to expect a great deal in the way of happiness from marriage. It does little, however, to show us how to find it. We may have created an idea of happiness that is beyond realization simply because we create the illusion that it comes without responsibility. Being able to live together with a high degree of compatibility is not the automatic result of a wedding ceremony. Establishing lines of communication and keeping them open requires conscious effort on the part of both partners.</td>
<td>Analyze case studies in the pamphlet, <em>What Makes a Marriage Happy?</em> in terms of the degree of compatibility that seems to exist. Compile a class list of decisions which newlywed couples ideally should make together and a list of those which they might continue to make as individuals. Read and discuss articles from <em>Forum</em> on the importance of communication: &quot;Listening, a Tool of Communication&quot; &quot;The Nature of Communication&quot; &quot;A Look at Today's Young Families&quot; Using a tape recorder, students record themselves making statements which imply different emotions depending upon how they are said (i.e., compassion/understanding, joy/happiness, anger, sarcasm implied in a statement when a husband or wife returns home and says, &quot;Dear, I'm so glad to see you.&quot;) Write a paragraph on the implications of this experience. Analyze the case study found on page 205 in <em>Married Life</em> in terms of communication. Listen to a marriage counselor discuss the importance of communication in a marriage. Make a class list of factors involved in communication other than the spoken word. Discuss the various ways in which two people can communicate.</td>
<td>Pamphlet: <em>What Makes a Marriage Happy?</em> Resource persons: Marriage counselor Psychologist or psychiatrist Speech teacher Periodicals: <em>Forum</em>, Spring/Summer 1969 pp. 4-5, 14-15 <em>Forum</em>, Spring/Summer 1970 pp. 8-11 <em>Ladies Home Journal</em> series, &quot;Can This Marriage Be Saved?&quot; <em>A Challenge of Success</em> pp. 2-4, 8 <em>When You Marry</em> pp. 168-172 <em>Your Marriage and Family Living</em> pp. 236-240, 272-273, 283 <em>Married Life</em> pp. 196-206 <em>Relationships: A Study in Human Behavior</em> pp. 241-254 <em>Thresholds to Adult Living</em> pp. 225-227 <em>Family Life and Sex Education: Curriculum and Instruction</em> pp. 197-199, 205-209</td>
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BEHAVIORAL OUTCOME: 2. Consider the implication of the term **compatible living** and evaluate the importance of mutually acceptable patterns of authority, communication and daily living as they relate to it. (continued)

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| If acceptable to both partners, any one of several authority patterns can emerge and lead toward successful relationship: Democratic partnership Husband-dominated Wife-dominated | View, analyze and discuss the situations presented in a variety of films and filmstrips on marital communication and patterns of authority. Role-play or present one-minute skits which demonstrate various types of authority patterns for class members to analyze and classify. Read and analyze the case study on page 273 in *Your Marriage and Family Living* in terms of authority patterns. Each student write a paper indicating the authority pattern he feels he would be most comfortable with in marriage. Give reasons. Relate this to the authority pattern present in parent's marriage. Write a paragraph describing adjustments that members of family have had to make as a result of differences in personal daily living habits. Interview parents of young married couples. Report on adjustments they found necessary as a result of differences in life styles and how these adjustments were made. Plan and present a comedy skit depicting situations in daily living which reflect different habits in such areas as: Manner of eating Taste in T.V. shows Sleep needs Neatness | Films:  
*David and Hazel*  
*Have I Told You Lately That I Love You?*  
*Love is for the Byrds*  
Filmstrips:  
*Love and Marriage*  
*Together Alone*  
Pamphlets:  
*Building Your Marriage*  
*Give Your Marriage a Good Start*  
*Happy Marriage? You Must Do It! Make Your Marriage a Partnership*  
*Talking It Over at Home*  
Transparencies:  
*Communication: Emotional Sharing*  
*The Role of Habits in Management* |
BEHAVIORAL OUTCOME: 3. Evaluate the importance of mutually satisfying expressions of love and affection as to their effect on the total relationship between a husband and wife.

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<td>Factors which affect one's manner of expressing love and affection: Parent's example Ethnic background Social class Education Religion Personal values Social values</td>
<td>Discuss factors which studies have shown to have an effect on an individual's ability and manner of expressing affection. Review basic physiological and psychological differences between male and female sexuality. Discuss some of the &quot;Myths&quot; associated with sexual relations and marriage. Use the stories illustrated in current movies, television shows, books, poems, songs to illustrate the manner in which various couples communicate their love for each other. Read and analyze the case studies in Thresholds to Adult Living, p. 226 in terms of the expression of love and affection. Listen to a professional person discuss sexual adjustment in marriage. Small group discussion topics: What can sexual relationships communicate? How may a wife's boredom with sexual relations be related to a problem of communication? How can a husband's problems with his job affect his sexual relations? How can the use of sexual relations be an effective way to solve a communication breakdown? How can sexual relations cause a communication breakdown?</td>
<td>Married Life pp. 65-68 Your Marriage and Family Living pp. 266-267, 289-290 Relationships: A Study in Human Behavior pp. 289-290 Family Life and Sex Education: Curriculum and Instruction p. 212, &quot;The Effects of a Communication Breakdown on Sexual Relationships&quot; pp. 218-219 Thresholds to Adult Living pp. 226-227 Sex is for Real pp. 9-82 Pamphlets: Sex Aspects of Marriage Sexual Adjustment in Marriage What Makes a Marriage Happy? pp. 7-9, 19-20 Resource persons: Medical doctor Marriage counselor</td>
</tr>
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**BEHAVIORAL OUTCOME:** Evaluate the importance of family planning and the effectiveness of various methods of birth control.

### SUGGESTED CONTENT IDEAS

- Family planning involves the regulation of:
  - Number of children
  - Spacing of children

  Once a couple has made their decisions in regard to the size and spacing of their family, the method of birth control will depend upon individual emotional, social, financial and religious factors.

- Methods of birth control which should be discussed include:
  - Rhythm
  - Coitus interruptus
  - Condom
  - Diaphragm
  - Interuterine device
  - Oral drugs
  - Gels and foams
  - Douche
  - Surgical methods, both male and female

### LEARNING OPPORTUNITIES

- Participate in a small group discussion on:
  - Contribution of family planning to family stability
  - Legal aspect of birth control
  - Moral or religious aspects of birth control
  - Overpopulation
  - Case studies describing situations which call for decisions concerning family planning

- Submit questions regarding family planning to a question box to be answered by a guest speaker.

- View filmstrips and films and read at least two of the references to obtain background information on family planning and methods of birth control.

- Arrange for persons with conflicting views concerning the population explosion to visit class and discuss their positions.

- Listen to an illustrated lecture on methods of birth control from a professional medical person.

- Bring to class current articles on research and development in the area of birth control.

- Investigate and report on agencies which give family planning help.

### RESOURCES

- **Relationships:** A Study in Human Behavior
  - pp. 329-337

- **Your Marriage and Family Living**
  - pp. 341-345

- **Family Life and Sex Education:**
  - Curriculum and Instruction
    - pp. 223-225, 242-243

- **Married Life**
  - p. 140

- **A Challenge of Success**
  - pp. 83-91

- **Filmstrips:**
  - Comparison in Contraception
  - Family Planning Today

- **Film:**
  - To Plan Your Family

- **Pamphlet:**
  - Your Future Family

- **Teaching aid:**
  - Family Planning Kit

- **Resource persons:**
  - Doctor or nurse
  - Representative from Zero Population Growth
  - Minister or priest
SUGGESTED CONTENT IDEAS

Types of conflict:
- Arguing issues into the open
- Raising issues

Types of handling conflict:
- Constructive quarreling
- Destructive quarreling

Kinds of constructive quarreling:
- Controlling
- Limited strictly to the issue
- Handled with rules for constructive quarreling

Kinds of destructive quarreling:
- At the opponent's weakest point
- Attempt to destroy opponent's whole world
- Not work on the problem

LEARNING OPPORTUNITIES

Small group discussion topics:
- Is quarreling necessary?
- How does constructive quarreling differ from destructive quarreling?
- Can rules be established for quarreling?
- What about the couple who says they have never quarreled?

Describe orally or in writing how the manner in which parents handle conflict can affect the manner in which husbands and wives tend to react.

Participate in socio-dramas to illustrate the following situations from Your Marriage and Family Living:
- A couple has been married six months. The wife is bored with maintaining a small apartment. She was formerly employed as a secretary, but her husband insists that her place is at home.
- A husband and wife both work outside the home. After three years the wife feels it is time to redefine their future goals and means for attaining them.
- A newlywed couple has had their first quarrel. Entertaining is very important to her but he thinks it is a waste of their money. Illustrate a variety of ways in which this conflict might end.

Analyse the methods of handling conflicts illustrated in the case studies found in Married Life.

RESOURCES

- **A Challenge of Success**
  - pp. 7-8
- **Personal Adjustment, Marriage and Family Living**
  - pp. 222-227, 231-240
- **Your Marriage and Family Living**
  - pp. 273-287
- **Married Life**
  - pp. 207-214
- **When You Marry**
  - pp. 198-217
- **Relationships: A Study in Human Behavior**
  - pp. 290-292
- **Family Life and Sex Education: Curriculum and Instruction**
  - pp. 197-198, 213, 221-222
- **Films:**
  - Handling Marital Conflicts
  - In Time of Trouble
  - Jealousy
- **Pamphlets:**
  - Talking it Over at Home
  - What Can You Do About Quarreling?
### SUGGESTED CONTENT IDEAS

"Ground rules" for destructive quarreling:
- Never establish the real issue (that might force you to face it)
- Never stick to the point (even if you do discover it)
- Never try to understand the other person's statements (he's wrong anyway)
- Always try to hurt the other person (use your dirtiest fighting tactics)
- Never seek a compromise (why should you, when you know you are right?)

Expressing anger is not the same as quarreling. Everyone has angry feelings occasionally.

### LEARNING OPPORTUNITIES

Choose a typical topic of conflict and illustrate constructive and destructive ways of disagreeing.

In small groups prepare skits showing trifling incidents that may cause quarrels between a newly married couple. Following each skit the class should select the point at which trouble began. Perform the skit again, this time either avoiding or solving the problem that arose the first time.

Each student recall the last quarrel he had with his best friend, sweetheart or parents. Analyze the type of quarrel it was and the results. What might have been done differently to alter the outcome?
**BEHAVIORAL OUTCOME:** 6. Analyze the factors which determine husband and wife role expectations and describe the changing patterns of traditional roles.

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<tr>
<td>Role expectations as predictor of role satisfaction.</td>
<td>Compile a class list of the factors which may determine husband-wife role expectations.</td>
<td>Married Life, pp. 33-40, 386-391</td>
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<tr>
<td>Conflicts in role expectations can create major adjustment problems for newlyweds unless their role expectations reach a closer proximity.</td>
<td>Using the case studies found in Married Life, pp. 387-391, compare the influences in the background of both young couples on their marriage roles.</td>
<td>Your Marriage and Family Living, pp. 241-254</td>
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<tr>
<td>Personal role expectations are determined by: Culture, Ethnic background, Roles of parents, Peer group, Education, Religion, Personal values</td>
<td>Discuss traditional role expectations in our society. Discuss changes which have occurred and possible reasons for these changes.</td>
<td>Relationships: A Study in Human Behavior, pp. 240-255</td>
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<td>Individually or in small groups react to the following: Traditionally the male-female relationship has been based upon a continuation of the established role patterns passed down from one generation to another. Over the years behavior has changed, but attitudes toward roles have not changed as quickly or as completely. Many still cling to the dominance-submission attitude and feel certain behavior is appropriate for a man, other behavior and tasks proper for a woman. In a sense many people are in conflict within themselves.</td>
<td>A Challenge of Success, p. 1</td>
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<td>Listen to student reports on current articles from newspapers and magazines regarding the changing roles of men and women.</td>
<td>Male and Female, A Doll's House</td>
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<td>Family Life and Sex Education: Curriculum and Instruction, pp. 241-242</td>
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<td>Periodical: Forum, Spring/Summer 1969, pp. 8-12, &quot;Changing Roles&quot;</td>
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<td>Films: To Be a Man, To Be a Woman</td>
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<td>Pamphlets: Are You the Perfect Husband? Are You the Perfect Wife?</td>
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c. Analyze the factors which husband and wife role expectations and describe the changing patterns of traditional roles. (continued)

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| Select various case studies from references and write a paragraph analyzing the implied role expectation could have been a predictor of role satisfaction in each case. | Periodical:  
Ladies' Home Journal  
Case studies from the series, "Can This Marriage Be Saved?" | |
| Read a book or story from a selected list of references and analyze the husband and wife role expectations of the main characters. | | |
| Write a short paper on personal husband and wife expectations, the effect these could have on the future and factors which may have determined these role expectations. | | |
BEHAVIORAL OUTCOME: 7. Develop a pattern for cooperative decision-making that could enable a couple to coordinate their combined resources to best advantage.

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<tr>
<td>Combined resources which call for cooperative decision-making include: Time, Energy, Money, Knowledge</td>
<td>Review: Authority patterns, Importance of communication in marriage, Ways of handling conflict, Steps in problem-solving</td>
<td>Family Life and Sex Education: Curriculum and Instruction pp. 210-211</td>
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<tr>
<td>In more than 400 couples responding to questions in sociological research, J.T. Landis reports that husbands and wives agreed that the 2nd most difficult adjustment they had was in connection with spending family income. Few newly married couples agree completely on how to use their resources, especially money. A realistic study of each other during serious dating and/or courtship will enable a couple to observe differences in their value systems. Couples who recognize and study these value differences will find it easier to compromise.</td>
<td>Role-play a husband and wife &quot;talking out&quot; these topics: He thinks entertaining is a waste of time, energy and money and she thinks it is important. She likes simple small-town life and he likes the bustle of big-city life. His idea of a restful vacation is in a resort-type setting and she likes to go camping.</td>
<td>Personal Adjustment, Marriage and Family Living pp. 38, 256-259</td>
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<td>Debate: Resolved: The husband should control the family purse. Describe to the class the decision-making patterns within present family. Is it successful? Why or why not?</td>
<td>Your Marriage and Family Living pp. 271-272, 286</td>
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<td>Write an original discussion on how two people go about settling an argument over the use of some resource or resources.</td>
<td>Relationships: A Study in Human Behavior p. 70</td>
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<td>A Challenge of Success pp. 7-8</td>
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<td>Married Life pp. 394-396</td>
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<td>Pamphlet: The Early Years of Marriage</td>
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<td>Transparencies: The Rational Decision-Making Process Management in Relation to Values and Goals</td>
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BEHAVIORAL OUTCOME: 8. Illustrate the method by which a couple could construct a workable spending plan and describe purchasing techniques of the wise consumer.

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<td>Money has different psychological meanings to different people.</td>
<td>List common family money problems. Discuss how these might be resolved.</td>
<td>(Additional resources included in the course, S.O.S.-Spend or Save)</td>
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<tr>
<td>Partners bring to a new relationship values on how money should be spent and rarely are these values questioned as they grow up.</td>
<td>In a three-minute time period, make two lists: 1. List of items considered luxuries 2. List of items considered necessities</td>
<td>A Challenge of Success pp. 17-18, 29-48, 70, 72-81</td>
</tr>
<tr>
<td>Values influence decision-making about the earning, spending and saving of money.</td>
<td>Compare lists with those of other class members. Make a class list of items about which there is the most agreement. Discuss how a couple might work toward agreement in each area. How could vast differences be avoided?</td>
<td>Married Life pp. 396-461</td>
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<td>A budget is a plan for spending and saving.</td>
<td>Develop a skit centering around a young married couple's disagreement over some money matter such as whether or not to buy a car on time payments. Give arguments for and against. Try to work out a fair solution.</td>
<td>Relationships: A Study in Human Behavior pp. 270-280</td>
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<tr>
<td>Steps in constructing a budget: 1. List needs and goals. 2. Estimate total income. 3. Allocate fixed expenses. 4. Allocate flexible expenses. 5. Provide for unexpected expenses.</td>
<td>Panel discussion: The pros and cons of budgeting</td>
<td>Personal Adjustment, Marriage and Family Living pp. 253-265, 267-282</td>
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<td>Listen to a qualified resource person speak on the topic of family spending at various income levels and the mechanics of budgeting.</td>
<td>When You Marry pp. 175-197, 200</td>
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<td></td>
<td>Illustrate the method by which a couple could construct a budget by describing the steps or by the preparation of an actual budget for the home in which the student plans to be living after graduation. Indicate expected monthly income and the division of the total into the following categories: food, shelter, household operations, clothing, recreation, miscellaneous, taxes and savings based on current realistic costs.</td>
<td>Family Life and Sex Education: Curriculum and Instruction pp. 200-203</td>
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<td></td>
<td></td>
<td>Your Marriage and Family Living pp. 288-306, 417-437</td>
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<td>Resource persons: Consumer economics specialist Banker Marriage counselor</td>
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**BEHAVIORAL OUTCOME:** Illustrate the method by which a couple could construct a workable spending plan and describe purchasing techniques of the wise consumer. (continued)

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<th>RESOURCES</th>
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</table>
| With the family's change from a producing unit to a consuming unit, the primary need today is not for skill in producing but skill in purchasing. | In small groups research and report on purchasing techniques or factors to consider in one of the following areas: Housing and home furnishings Clothing Food Automobiles Pressures to buy Taxation Credit Laws and agencies protecting the consumer Insurance and security such as savings accounts, deeds, leases, wills. | Pamphlets:  
*Buyer, Be Wary*  
*Family Money Problems*  
*How to S-T-R-E-T-C-C Your M-O-N-E-Y*  
*Marriage and Money*  
*Money Management Library*  
Film:  
*Managing the Family Income*  
Filmstrip:  
*Money Management Filmstrip Series*  
Resource persons:  
*Banker*  
*Insurance agent*  
*Lawyer*  
*Representative from Better Business Bureau*  
Periodicals:  
*Consumer Reports*  
*Readers Digest, March 1969,*  
"The Hidden Meanings of Money in Marriage" |

Students interested in a study of this area in greater depth should be encouraged to enroll in the quimnester course, S.O.S.-Spend or Save.

Collect current articles from magazines and newspapers on consumer education or consumer protection. Report on these or use them on a bulletin board entitled, "Spending $ Wisely Takes €".

**Buzz session topics:**  
Why is it more important today for the family buyers to have a knowledge of consumer economics than formerly?  
Who should control the family purse strings?  
What personality problems might prompt a husband or wife to overspend?  
Why is it advisable to keep accurate family records?  
How will our present spending habits tend to influence spending habits in the future?  
How does "total attitude" affect a family's cost of living?  
How could a family budget be misused?  
What are the possible consequences of a girl marrying the "free spender" that she enjoyed dating?
### SUGGESTED CONTENT IDEAS

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<tr>
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<tr>
<td>How could some of the money values of a prospective mate be predicted by observation? When does financial training begin? Collect cartoons depicting problems consumers often face. Write a paper on some aspect of money management. Possible titles include: &quot;The love of money, the root of all evil&quot; &quot;Two can live as cheaply as one&quot; &quot;Saving goals&quot; &quot;Differences in male and female money values&quot; &quot;Money discussions before marriage&quot; Listen to student reports on such books as <em>The Hidden Persuaders</em> or <em>Mama's Bank Account.</em> List individuals and agencies that could provide qualified assistance to a couple with financial problems.</td>
<td></td>
</tr>
</tbody>
</table>
| Transparencies:  
Dollar Stretching Practices  
Truth in Lending  
The Hidden Persuaders  
Mama's Bank Account |
**Behavioral Outcome:** Determine various methods of efficient use of time and energy in carrying out the dual roles of homemakers and wage earners.

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<th>Suggested Content Ideas</th>
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</table>
| The trend today is toward an equalitarian, companionable family life. Tasks related to running a home are no longer quite so stereotyped as "man's work" and "woman's work". | Relate role expectation to the topic of home management: Review role expectation. How is this concept related to a husband and wife carrying out their dual roles? What is meant by the statement that in an increasing number of homes both partners are homemakers/wage earners? Describe a situation in which "dual roles" would not apply. Each student write a paragraph on his present personal expectations as they specifically apply to the "dual role". Describe the use of a schedule in the management of a home. Discuss how a schedule may be suited to the temperaments of the homemakers. Interview newlyweds, parents or other homemakers as to their use of a schedule. If they are not presently using one, encourage them to do so as part of an experiment. Report results to class. Determine apparent reasons for success or failure of their venture. Prepare skits which illustrate the advantages and disadvantages of time schedules for the: Student Recently married homemaker in the home Recently married homemaker who is employed Mother of three young children | Married Life
pp. 362-387
Your Marriage and Family Living
pp. 405-406
Relationships: A Study in Human Behavior
pp. 256-263
Family Life and Sex Education:
Curriculum and Instruction
pp. 218, 233
When You Marry
pp. 186-189
A Challenge of Success
pp. 11-25
Periodical:
Readers Digest, June 1971
"Getting the Most Out of Odd Moments", "Make Way for the Shorter Work Week"
Transparencies:
Home Management—Outside Influences
The Intangibles in Home Management
The Role of Habits in Management
Filmstrip:
Marriage and Career |
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<tr>
<td><strong>BEHAVIORAL OUTCOME:</strong> 9. Determine various methods of efficient use of time and energy in carrying out the dual roles of homemakers and wage earners. (continued)</td>
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<td><strong>SUGGESTED CONTENT IDEAS</strong></td>
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<tr>
<td>Participate in the following activities on the topic of the use of energy:</td>
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<tr>
<td>List ways in which homemakers may cut energy expenditures.</td>
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<tr>
<td>Research magazines, newspaper advertisements, and department store displays for current energy-saving devices.</td>
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<tr>
<td>Conduct a time-and-motion study on a parent or friend performing a household task.</td>
<td></td>
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<tr>
<td>Prepare two similar foods, one from beginning and one from a mix. Compute the cost per serving in terms of energy and money. Evaluate the product in terms of expenditures.</td>
<td></td>
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<tr>
<td>Role-play situations which could occur between a husband and wife as a result of poor planning and inefficient management on the part of one or as the result of one being a super-efficient, &quot;compulsive&quot; worker.</td>
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<tr>
<td>Evaluate a display of instruction manuals which accompanied a variety of household appliances in terms of how they can be used to save time, energy, and money.</td>
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**RESOURCES:**
- Transparencies: Energy Management
- Filmstrip: Old Task, New Plan
- Assorted instruction manuals
**BEHAVIORAL OUTCOME:** 10. Recognize the circumstances under which a husband and wife tend to develop harmonious relationships with both sets of parents.

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<tr>
<td>Marriage and kinship are both &quot;primary relationships&quot;; the mere fact that one marries does not guarantee an automatic shift of loyalty from parent to spouse.</td>
<td>Collect pictures or cartoons depicting typical situational or personality stereotypes of in-law relationships. Evaluate on the basis of fairness, accuracy or misleading effects.</td>
<td>Personal Adjustment, Marriage and Family Living pp. 241-252</td>
</tr>
<tr>
<td>Studies of in-law patterns in middle income families reveal that young couples get along best with close relatives under the following conditions:</td>
<td>React to the following folk sayings: &quot;I'm marrying him, not his family.&quot; &quot;Her family is too close.&quot; &quot;Things will improve when we have children and they become grandparents.&quot;</td>
<td>Your Marriage and Family Living pp. 268-270</td>
</tr>
<tr>
<td>1. Parental approval of the marriage from both sides</td>
<td>Large or small group discussion topics:</td>
<td>Married Life pp. 214-217</td>
</tr>
<tr>
<td>3. Separate households after marriage</td>
<td>Why is the mother-in-law more often depicted as the &quot;villain&quot; than the father-in-law?</td>
<td>A Challenge of Success p. 11</td>
</tr>
<tr>
<td>4. Happiness in the parents' marriages on both sides</td>
<td>How could mother-in-law jokes make for in-law misunderstanding?</td>
<td>The Good Earth</td>
</tr>
<tr>
<td>5. No religious differences with parents</td>
<td>Under what conditions are in-laws often used as &quot;scapegoats&quot;?</td>
<td>The Mother</td>
</tr>
<tr>
<td>6. Traditional courtship and wedding</td>
<td>What might explain why those who marry young may not have as satisfactory in-law relationships as those who marry later?</td>
<td>The House of Exile</td>
</tr>
<tr>
<td>7. Similar cultural backgrounds between husband and wife</td>
<td>Under what circumstances would it be necessary to have to avoid in-laws of one or both sides?</td>
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<tr>
<td>Most of these situations make for good mate selection in the first place.</td>
<td>Why are couples who are not financially self-supporting and rely on parents for help more likely to have in-law problems?</td>
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<tr>
<td>If a marriage is to be successful it is essential that the partners separate themselves from the child role in relation to their parents and accept an independent, adult role, both in their marriage and with both their parents.</td>
<td>Analyze a case study of in-law friction which students have observed as to who was at fault and formulate possible solutions.</td>
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<td></td>
<td>Listen to special reports on novels such as The Good Earth, The Mother, The House of Exile. Note descriptions of parent-child and in-law relationships.</td>
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BEHAVIORAL OUTCOME: 10. Recognize the circumstances under which a husband and wife tend to develop harmonious relationships with both sets of parents. (continued)

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<tr>
<td>Generally speaking, causes of in-law difficulties are basically:</td>
<td>View films depicting young marrieds learning to understand their in-laws. How did they deal with the situations presented.</td>
<td>Film: Make Way for Tomorrow</td>
</tr>
<tr>
<td>1. Overdependence on parents</td>
<td>Write a socio-drama:</td>
<td>Pamphlets: Mother-in-law and Grandmother Young Adults and Their Parents</td>
</tr>
<tr>
<td>2. Possessiveness of parents</td>
<td>A group of wives get together for coffee. The topic of conversation gets to their in-law relationships. Present destructive attitudes and constructive attitudes toward the in-laws to be detected by the class.</td>
<td>Filmstrip: You and the Other Generation</td>
</tr>
<tr>
<td>3. Indifference</td>
<td>In small groups read a collection of &quot;Dear Abby&quot; letters which involve problems with in-law relationships, prepare advice to the writers and then compare this advice to that which was given.</td>
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<td>4. Thoughtlessness</td>
<td>Listen to a panel of young married couples and/or parents discuss adjusting to the in-law role.</td>
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<td>The in-law problem has changed with our changing culture:</td>
<td>Invite a marriage counselor, psychologist or other qualified personnel to speak on the topic of in-law relationships.</td>
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<tr>
<td>1. Our mobile society means in-laws are not living as close to married children.</td>
<td>Each student make a list of guidelines he should someday follow in building good in-law relationships.</td>
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<tr>
<td>2. Social security and retirement plans enable older parents to be more financially independent and maintain a separate residence.</td>
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<td>3. Retirement cities, travel, senior citizen clubs offer parents a new life which is independent of their children.</td>
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<tr>
<td>4. Medicare and health insurance plans have taken over much of the costs of ill health of parents.</td>
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<tr>
<td>However, our society is presently undergoing a slight decline of these trends due to the present high cost of living and a reevaluation of some of the values of the &quot;extended family.&quot;</td>
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### Behavioral Outcome: 11. Explain the significance of similar interests in and attitudes toward social activities and occupational goals in marital adjustment.

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| A sociological study by J. T. Landis showed that it had taken couples an average of six years to reach a good understanding about social activities and recreation if there had not been agreement from the beginning of the marriage. Building a marriage means building a common way of life. Marriage for all couples requires adjustment, but similarity of interests, values, and cultural and occupational backgrounds reduces the areas where adjustments must be made. | Write a case-study in which a young married couple does not share similar interests in and attitudes toward their social activities and/or occupational goals. Show how the couple adjusted to or resolved their differences. Present this to the class for discussion and possible additional recommendations. Consider the circumstances under which a couple may marry and not be fully aware of their lack of similarities in the above areas. Predict their chance of satisfactory adjustment and relative success in their marriage. What other factors will influence this chance? Read and discuss the case study in *A Challenge of Success*. Write a paragraph in which you describe what you foresee as the outcome of this situation. Compare predictions with those of other members of the class. Defend position taken. Elect a committee to develop a questionnaire for young married couples from which the class can assess the importance they attach to having similar interests in and attitudes toward social activities and occupational goals in marital adjustment. Poll young married couples. Discuss the results of the poll. | *Personal Adjustment, Marriage and Family Living* pp. 131-134

*Your Marriage and Family Living* pp. 181-183

*A Challenge of Success* pp. 51-59

*Thresholds to Adult Living* pp. 204-205

*When You Marry* pp. 253-254
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<tr>
<td>Small or large groups discussion topics: What is the difference between similar interests and goals and identical interests and goals? Which is most appealing? Why? Under what circumstances would it be possible for a husband and wife who have extremely different interests in and attitudes toward social activities and occupational goals to consider their marriage very happy and successful? Each student make a list of occupations in which one would be proud to have one's husband or wife engaged. Also list occupations considered completely unacceptable. Describe the reasons for choices. Socio-drama: A young man is seriously dating a young woman. He would like to have the two of them take the &quot;Test for Agreement&quot; in Personal Adjustment, Marriage and Family Living. He doesn't want to be silly about it but does honestly and sincerely believe it is a wise thing to do. Show how he handles the situation and the response of the young woman.</td>
<td></td>
<td>Personal Adjustment, Marriage and Family Living p. 292</td>
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<tr>
<td>SUGGESTED CONTENT IDEAS</td>
<td>LEARNING OPPORTUNITIES</td>
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| Any difference from one's partner's preconceived ideas of how his spouse should function in marriage may be regarded as a failure to perform satisfactorily or in a socially acceptable way and may be considered an affront by the other partner. | Consider the following statements: All husbands and wives live happily ever after, she in her immaculate ruffled apron, and he in his sharply pressed business suit. Thus they remain forever youthful, romantic lovers 'till the end. Once the honeymoon is over, all newlyweds return abruptly to real life. Romance was all a big farce, anyway; marriage is a dreary treadmill of unending work and no play, so why not get right down to snarling at each other? Marriage can be the most exciting, rewarding, and toughest job of all; no job, no travel, no sideline romance can compare with the excitement of living with and loving a mate, and continually investing oneself in that person. Which statement comes closest to personal ideas of married life? Why? Write a statement which describes ideas of married life. Discuss the relationship between expectation of married life and one's feeling of success or failure of his marriage. Review the meaning of the term, role expectation and discuss its relationship to the feeling of success or failure of the marriage experienced by the husband or wife or both. | Married Life  
pp. 212-213, 481-482, 495-531  
Relationships: A Study in Human Behavior  
pp. 292-293  
When You Marry  
pp. 214-216, 224-234  
Your Marriage and Family Living  
pp. 444-448, 466  
Personal Adjustment, Marriage and Family Living  
pp. 292-293  
Family Life and Sex Education: Curriculum and Instruction  
pp. 219, 240-241  
Thresholds to Adult Living  
pp. 53-54, 244-245 |
BEHAVIORAL OUTCOME: 12. Recognize marital problems and conditions under which a couple should seek help from a qualified outside source. (continued)

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<tr>
<td>Analyze the case study in <em>Married Life</em>, pp. 212-213:</td>
<td>When did the couple’s problem first come to the surface?</td>
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<td></td>
<td>Describe the condition of their relationship when they realized they were in serious trouble. What did they do about it?</td>
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<tr>
<td>Large or small group discussion topics:</td>
<td>Why do many problems that eventually call for outside help seem to come to the surface very early in a marriage?</td>
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<td>What could be the results (other than separation or divorce) of not seeking outside help when it is indicated?</td>
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<td>What are the reasons for one couple being able to cope with a problem longer before needing outside help than another couple with the same problem?</td>
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<td>What course of action do you recommend for a husband or wife whose partner refuses to cooperate in seeking or working with an outside source of help?</td>
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<td></td>
<td>What are the advantages and disadvantages of seeking outside help from a relative, friend or an advice column?</td>
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<td>Invite a marriage counselor, psychologist, or qualified clergyman or physician to speak on typical marital problems and the conditions under which a couple should seek outside help.</td>
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Pamphlets:
- *Tell Me Where to Turn*
- *Saving Your Marriage*
BEHAVIORAL OUTCOME: 12. Recognize marital problems and conditions under which a couple should seek help from a qualified outside source. (continued)

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<tr>
<td>Make a list of typical marital problems and recommend sources of outside help for them.</td>
<td>Include individuals, institutions and agencies which offer help in the local community.</td>
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<tr>
<td>Develop a criteria for judging a qualified marital counselor or marital counseling service.</td>
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<tr>
<td>Write a brief statement which summarized the conditions under which a couple should seek help from a qualified outside source.</td>
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</table>
### SUGGESTED CONTENT IDEAS
A study of divorce can bring young people a greater understanding of the problems others have experienced and may give them assurance about their own future in marriage.

"What went wrong", cannot always be answered by the pinpointing of factors or principles involved, but sociological study has revealed recurrent causes for divorce. One way to avoid failure is to know the factors that tend to lead to failure.

### LEARNING OPPORTUNITIES
- Write a paragraph describing personal feelings about divorce and divorced men and women.
- After reading from the references, write a paragraph describing traditional attitudes toward divorce and divorced men and women, and how these traditional attitudes are changing. Compare this with personal views. Are class attitudes more closely aligned with tradition or changing trends? Why?
- Read the case study in *Married Life*, pp. 213-214. Discuss the statement, "They were both so eager to preserve their marriage..." in terms of the results this couple had and define the term, commitment. Consider the case study without the couple's eagerness to preserve their marriage and act out or write different results in their case. What factors could cause one or both partners to lose their commitment to their marriage?
- Establish the difference between legal grounds for and real causes of divorce.
- Invite a lawyer to speak on the legal aspects and terminology of divorce, current changes in divorce laws and the present status of divorce laws in your state.
- Invite a marriage counselor or psychologist to speak on recurring problems that could lead to divorce, how these might be avoided and common problems encountered by men and women and children as a result of divorce.
- Write personal reactions to the statement, "All divorces could be avoided."

### RESOURCES
- *Your Marriage and Family Living* pp. 448-459
- *Personal Adjustment, Marriage and Family Living* pp. 285-298
- *Married Life* pp. 192-196, 219-221, 264-269
- *When You Marry* pp. 230-234
- *Relationships: A Study in Human Behavior* pp. 300-303
- *Thresholds to Adult Living* pp. 200-203
- *A Challenge of Success* pp. 83-90
- *Family Life and Sex Education: Curriculum and Instruction* pp. 203-205, 214
- Film: *In Time of Trouble*
- Resource persons: Lawyer, Psychologist, Marriage counselor
- Pamphlet: Divorce
Successful marriage is not synonymous with words like happy, satisfactory or perfect. Success is subjective and individual; it depends upon the degree to which the relationship reaches the expectations of the partners.

Individuals have different standards for the success of their marriages.

Factors that should be considered when assuming the role of parenthood include:

- The success of the marriage
- General state of health of the husband and wife
- Realistic attitudes about privileges and responsibilities of parenthood
- Ability of making necessary adjustments to pregnancy and parenthood roles
- Ability to meet financial obligations of pregnancy, early parenthood and general outlook or years following parenthood
- Stability of housing

Government statistics reveal the cost of raising a child to age 18 (not including costs for education beyond high school) in the middle class approximately $28,000.

### SUGGESTED CONTENT IDEAS

#### LEARNING OPPORTUNITIES

- Write a short paper interpreting "successful" and "unsuccessful" marriage. Listen to several of these papers as they are read in class without identifying the writers. What conclusions can be drawn concerning marital success?

- Discuss the pros and cons of having a baby to "hold a marriage together".

- Brainstorm for the factors that a husband and wife should consider when deciding whether or not to have a baby.

- Small group research topics:
  - Cost of maternity care and delivery
  - Cost of supplies and equipment for new baby
  - Privileges and responsibilities of parenthood
  - Typical adjustments to pregnancy
  - Typical adjustments to early parenthood

#### RESOURCES

- **Married Life**
  - pp. 219, 340-341, 358-361, 368, 370, 428, 462-480

- **When You Marry**
  - pp. 293-307, 310-312

- **Your Marriage and Family Living**
  - pp. 179-180, 335-339, 352-353

- **Relationships: A Study in Human Behavior**
  - pp. 334-335

- **Family Life and Sex Education: Curriculum and Instruction**
  - pp. 226-227, 231-232

- **A Challenge of Success**
  - pp. 83-90

- **A Family**
  - pp. 146, 62, 75

- **Personal Adjustment, Marriage and Family Living**
  - pp. 301-307

- **Pamphlet:**
  - Rating Scale for a Successful Marriage
BEHAVIORAL OUTCOME: 14. Appraise marital success as one of the criteria for considering parenthood. (continued)

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<tr>
<td>Students should be encouraged to enroll in the course, Parenthood, as a sequel to this course.</td>
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</tbody>
</table>
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BOOKS


Mead, Margaret. *Male and Female*. New York, New York: Apollo, 1967. $2.95


Waln, Nora. *The House of Exile*. Boston, Massachusetts: Atlantic Monthly Pr. Little, 1933. $5.95

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BOOKLETS AND PAMPHLETs

About Marriage and You. Science Research Associates, 259 East Erie Street, Chicago, Illinois 60611. Includes quizzes and charts. $2.00

Are You the Perfect Husband? American Institute of Family Relations, 5287 Sunset Boulevard, Los Angeles, California 90027. $.10

Are You the Perfect Wife? American Institute of Family Relations. $.10

Building Your Marriage. Public Affairs Pamphlet #113, Public Affairs Committee, 381 Park Avenue South, New York, New York 10016. $.25

Buyer, Be Wary. Public Affairs Pamphlet #382. $.25

Divorce. Public Affairs Pamphlet #380. $.25

Early Years of Marriage, The. Public Affairs Pamphlet #424. $.25

Family Money Problems. Public Affairs Pamphlet #412. $.25

Give Your Marriage a Good Start. American Institute of Family Relations. $.10

Happy Marriage? You Must Do It All. American Institute of Family Relations. $.10

How to S-T-R-E-T-C-H Your M-0-N-E-Y. Public Affairs Pamphlet #FL302. $.25

Make Your Marriage a Partnership. American Institute of Family Relations. $.10

Marriage and Money. Institute of Life Insurance, Educational Division, 277 Park Avenue, New York, New York 10017.

Marriage Is For Adults Only. American Institute of Family Relations. $.10

Money Management Series: Money Management Institute, Household Finance Corporation, Prudential Plaza, Chicago, Illinois 60601. $3.00/set of 12 Includes:

- Children's Spending
- For Young Moderns
- Your Budget
- Your Automobile Dollar
- Your Clothing Dollar
- Your Equipment Dollar
- Your Food Dollar
- Your Health and Recreation Dollar
- Your Home Furnishings Dollar
- Your Housing Dollar
- Your Savings and Investment Dollar
- Your Shopping Dollar

Mother-in-law and Grandmother. Public Affairs Pamphlet #174. $.25

Rating Scale for a Successful Marriage. American Institute of Family Relations. $.10

Saving Your Marriage. Public Affairs Pamphlet #213. $.25

Sex Aspects of Marriage. American Institute of Family Relations. $.10
BIBLIOGRAPHY

Sexual Adjustment in Marriage. Public Affairs Pamphlet #397. $ .25

Some Considerations for the Newlyweds. American Institute of Family Relations.

Talking It Over at Home. Public Affairs Pamphlet #410. $ .25

Tell Me Where to Turn. Public Affairs Pamphlet #428. $ .25

Too Young to Marry? Public Affairs Pamphlet #236. $ .25

What Can You Do About Quarreling? Public Affairs Pamphlet #396. $ .25

What is Marriage Counseling? Public Affairs Pamphlet #250. $ .25

What Makes a Marriage Happy? Public Affairs Pamphlet #290. $ .25

Young Adults and Their Parents. Public Affairs Pamphlet #355. $ .25

Your Future Family. G. D. Searle and Company, P.O. Box 5110, Chicago, Illinois 60680.

PERIODICALS


Ladies Home Journal.

Reader's Digest.

AUDIO-VISUAL MATERIALS

1. Films


Early Marriage. #507, 25'C. Available from State of Florida, Department of Health, P.O. Box 210, Jacksonville, Florida 32201. Free loan.

Handling Marital Conflicts. 14'C. McGraw-Hill. $1.70 rental.

Have I Told You Lately That I Love You. 16' B/W. Available from Dade County Public Schools.

In Time of Trouble. 20'. McGraw-Hill.
BIBLIOGRAPHY

1. Films (continued)

Jealousy. Available from Dade County Public Schools.

Love is for the Byrds. 23'C. Brigham Young University, Department of Educational Media Services, Provo, Utah 84601.


To Be a Man. Available from Dade County Public Schools.

To Be a Woman. Available from Dade County Public Schools.

To Plan Your Family. #859. 14'C. State of Florida, Department of Health, P.O. Box 210, Jacksonville, Florida 32201. Free loan.

Who's Boss. 16' B/W. Available from Dade County Public Schools.

2. Filmstrips

Comparison in Contraception. #15. State of Florida, Department of Health Education Section, P.O. Box 210, Jacksonville, Florida 32201. Free loan.


Love and Marriage. Guidance Associates. Includes 2 filmstrips/2 cassettes. $39.00


Money Management Filmstrip Library, Household Finance Corporation, Prudential Plaza, Chicago, Illinois 60601. $7.00/set of 5 Includes:

Spending Your Food Dollars
You, the Shopper
Your Money and You
Your Wardrobe and You
Your World and Money

Old Taks, New Plan. International Film Bureau, Incorporated, 332 S. Michigan Avenue, Chicago, Illinois 60604. Includes sound. $16.00

Together Along. International Film Bureau, Incorporated. Includes sound. $16.00

You and the Other Generation. Popular Science Publishing Company. $6.75
3. Teaching aids

Family Planning Kit. Ortho Pharmaceutical Corporation, Raritan, New Jersey.

4. Transparencies

**Communication: Emotional Sharing.** DCA Educational Products, Incorporated.
Order from Cook Consultants, Box 22857, Fort Lauderdale, Florida 33315.
Includes 1 visual/4 colors. $3.10

**Consumers: Who? Why? How?** 3M Company, Visual Products Division, 3M Center,
St. Paul, Minnesota 55101. Includes 20 visuals. $35.00

**Dollar Stretching Practices.** 3M Company, Visual Products Division, 3M Center,
St. Paul, Minnesota 55101. Includes 20 visuals. $35.00

**Energy Management.** 3M Company, Visual Products Division, 3M Center, St. Paul,
Minnesota 55101. Includes 20 visuals. $35.00

**Home Management, - Outside Influences.** 3M Company, Visual Products Division, 3M Center,
St. Paul, Minnesota 55101. Includes 20 visuals. $35.00

**Intangibles in Home Management, The.** 3M Company, Visual Products Division,
St. Paul, Minnesota 55101. Includes 20 visuals. $35.00

**Management in Relation to Values and Goals.** 3M Company, Visual Products
Division, 3M Center, St. Paul, Minnesota 55101. Includes 20 visuals. $35.00

**Marriage: Aesthetic Fulfillment.** DCA Educational Products, Incorporated.
Order from Cook Consultants, Box 22857, Fort Lauderdale, Florida 33315.
Includes 1 visual/4 colors. $3.10

**Rational Decision-Making Process.** 3M Company, Visual Products Division, 3M Center,
St. Paul, Minnesota 55101. Includes 20 visuals. $35.00

**Role of Habits in Management, The.** 3M Company, Visual Products Division,
St. Paul, Minnesota 55101. Includes 20 visuals. $35.00

**Truth in Lending.** 3M Company, Visual Products Division, 3M Center, St. Paul,
Minnesota 55101. Includes 20 visuals. $35.00