

\$mart path

Level 3, Lesson 3 Adapted Guide Level A





Teacher Tip: This lesson focuses on prioritizing a budget to make sure you get the most important items you need. Students will need reinforcement that they cannot get everything they want so they will have to choose some items over other items. Students will also look at simple budgets. Lastly, students will take a look at how the price of items affects how much they sell, and how much of a profit they make.

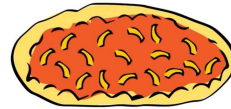
The vocabulary words for this lesson are **Sales, and Price**. Reinforce that sales is the total money that you make from selling items, before you subtract the costs. Price is how much a consumer pays for an item.

The adapted lessons included are an activity that has students choose prices for different items. This will reinforce that price is set for a reason. The other activity is calculating profits. Students will take the total sales and subtract the costs to get the profit. There is also an adapted activity for the classroom activity.

Level 3
Lesson 3
Customers want the pizza!



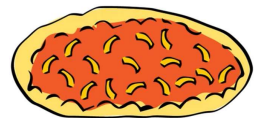
Toby and Ronan need to sell their pizza in order to



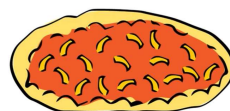
make enough money to go to Stinkland. They are



having trouble with the price. Toby prices his pizza



too high. Ronan prices his pizza too low. Ronan

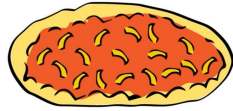


doesn't have very many customers. Toby has a lot



of customers.

Toby sold his pizza for \$10 a slice. He sold two



slices and made \$20. Ronan sold his slices for



10 cents a slice. He sold 20 slices and made



\$2.00. After covering their costs, they only had



\$2.00 of profit. This is not enough to go to



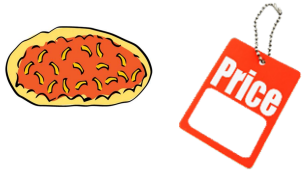
Stinkland.



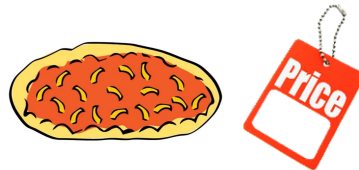
The skunks had a problem with pricing.



The pizza priced too high didn't have



enough buyers. The pizza priced too low



didn't make enough money to cover costs.



They needed a balance.



The skunks need a budget to decide how much

BUDGET		
SAVINGS	WHAT HAVE YOU SAVED?	\$100
SPENDING	HOW MUCH DO YOU WANT TO SPEND?	\$100
INCOME	HOW MUCH HAVE YOU EARNED?	\$400
PROFIT	WHAT IS YOUR PROFIT?	\$300

money they have, and how much they needed. They

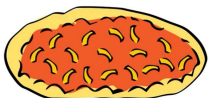


want to make the budget achievable. Achievable

BUDGET		
SAVINGS	WHAT HAVE YOU SAVED?	\$100
SPENDING	HOW MUCH DO YOU WANT TO SPEND?	\$100
INCOME	HOW MUCH HAVE YOU EARNED?	\$400
PROFIT	WHAT IS YOUR PROFIT?	\$300

means it is realistic. The skunks decide to sell the

pizza for \$1.00 a slice. At \$1.00 a slice, it may take



them longer to reach their goal.

Sales

Price



The total amount of money earned from selling items, before subtracting any costs.



The amount a consumer pays for an item.

Level A

What is the right price?

It is important to price an item correctly. Below are pictures of items and two prices.
Pick the price that is not too high or too low!



\$1.00

Slice of pizza

\$6.00



\$17.00

Teddy Bear

\$5.00



\$100

Hat

\$10.00



\$30.00

Shoes

\$1.00

Level A

What is the profit?

Calculate the profit of each item. The profit is the sale price minus the costs!

Sale Price	-	Costs	Profit
\$10.00	-	\$3.00	
\$7.00	-	\$4.00	
\$5.00	-	\$2.00	
\$15.00	-	\$5.00	
\$3.00	-	\$3.00	
\$20.00	-	\$12.00	

Adapted classroom activity

Sam is saving up for a new video game. The video game is \$50. Sam cuts grass and makes \$10 a week cutting grass. How many weeks does Sam need to cut grass to earn \$50?

Week 1	Week 2	Week 3	Week 4	Week 5
\$10	\$20			

Sarah is saving up for new headphones. The headphones are priced at \$100. Sarah babysits and makes \$20 a week babysitting. How many weeks does she need to babysit to earn \$100.

Week 1	Week 2	Week 3	Week 4	Week 5
\$20	\$40			

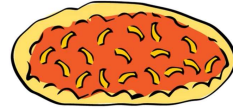
\$mart path

Level 3, Lesson 3
Adapted Guide
Level B

Level 3
Lesson 3
Customers want the pizza!



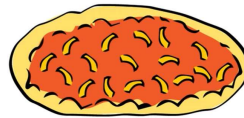
Toby and Ronan need to sell their pizza in



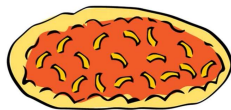
order to make enough money to go to



Stinkland. Toby prices his pizza too high. Ronan



prices his pizza too low. Ronan doesn't have

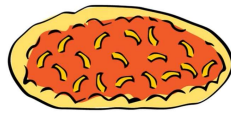


very many customers. Toby has a lot of



customers.

Toby sold his pizza for \$10 a slice. He sold



two slices and made \$20. Ronan sold his



slices for 10 cents a slice. He sold 20 slices



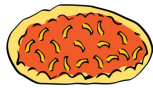
and made \$2.00. They made \$2.00 profit.



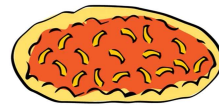
This is not enough to go to Stinkland.



The pizza priced too high didn't have



enough buyers. The pizza priced too



low didn't make enough money to



cover costs. They needed a balance.



The skunks need a budget. They want

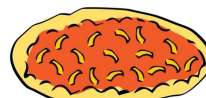
BUDGET		
SAVINGS:	WHAT HAVE YOU SAVED?	\$20
SPENDING:	HOW MUCH DID THE INGREDIENTS COST?	\$20
INCOME:	PRICE X SLICE SELL FOR \$1 X 40 SLICES \$1 X 40 = \$40	\$40
PROFIT:	PROFIT = INCOME - SPENDING = \$40 - \$20	\$20

to make the budget achievable.

BUDGET		
SAVINGS:	WHAT HAVE YOU SAVED?	\$20
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Achievable means it is realistic. The

skunks decide to sell the pizza for



\$1.00 a slice.



Level B

Sales

Price



The total amount of money earned from selling items, before subtracting any costs.



The amount a consumer pays for an item.

Level B

What is the right price?

It is important to price an item correctly. Below are pictures of items and two prices.
Pick the price that is not too high or too low!



\$1.00

Slice of pizza

\$6.00



\$17.00

Teddy Bear

\$5.00



\$100

Hat

\$10.00



\$30.00

Shoes

\$1.00

Level B

What is the profit?

Calculate the profit of each item. The profit is the sale price minus the costs!

Sale Price	-	Costs	Profit
\$10.00	-	\$3.00	
\$7.00	-	\$4.00	
\$5.00	-	\$2.00	
\$8.00	-	\$5.00	
\$3.00	-	\$3.00	
\$6.00	-	\$4.00	

Adapted classroom activity

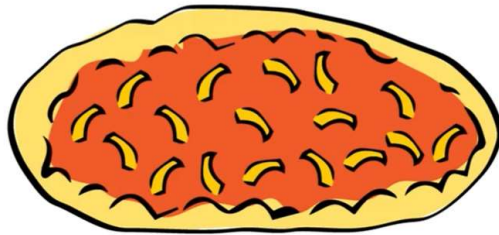
Sam is saving up for a new video game. The video game is \$10. Sam cuts grass and makes \$2 a week cutting grass. How many weeks does Sam need to cut grass to earn \$10?

Week 1	Week 2	Week 3	Week 4	Week 5
\$2	\$4			

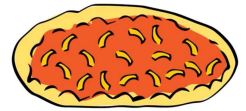
Sarah is saving up for new headphones. The headphones are priced at \$25. Sarah babysits and makes \$5 a week babysitting. How many weeks does she need to babysit to earn \$25.

Week 1	Week 2	Week 3	Week 4	Week 5
\$5	\$10			

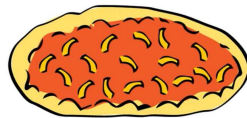
Level 3
Lesson 3
Customers want the pizza!



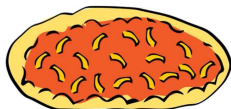
Toby and Ronan need to sell their pizza.



Toby prices his pizza too high. Ronan



prices his pizza too low. Ronan doesn't



have very many customers. Toby has a



lot of customers.

Toby sold two slices and made \$20.



Ronan sold 20 slices and made



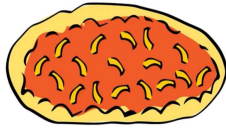
\$2.00. They made \$2.00 profit. This



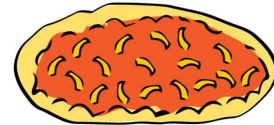
is not enough to go to Stinkland.



The pizza priced too high didn't



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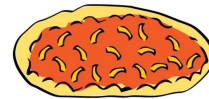
money to cover costs.



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INCOME:	PRICE X SLICE SELL FOR \$1.00 SLICES \$1.00 X 40 = \$40	\$40
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\$1.00 a slice.



Sales

Price



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Level B

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Level B

What is the profit?

Calculate the profit of each item. The profit is the sale price minus the costs!

Sale Price	-	Costs	Profit
\$5.00	-	\$3.00	
\$5.00	-	\$4.00	
\$5.00	-	\$2.00	
\$5.00	-	\$5.00	

Adapted classroom activity

Sam is saving up for a new video game. The video game is \$5.00. Sam cuts grass and makes \$1.00 a week cutting grass. How many weeks does Sam need to cut grass to earn \$5.00?

Week 1	Week 2	Week 3	Week 4	Week 5
\$1	\$2			

Sarah is saving up for new headphones. The headphones are priced at \$10. Sarah babysits and makes \$2 a week babysitting. How many weeks does she need to babysit to earn \$10.

Week 1	Week 2	Week 3	Week 4	Week 5
\$2	\$4			