

\$mart path

Level 2, Lesson 3
Adapted Guide
Level A



Teacher Tip: This lesson takes a look at the decisions people must make in order to sell an item. The concept that price is not arbitrary, but must be determined by different factors is abstract, so it must be continued to be reinforced with concrete examples.

The vocabulary terms **STOREFRONT**, and **ONLINE** will be the focus for this lesson. Reinforce that there is a variety of ways to sell items and deciding what way to sell is important for success.

There is a functional life skill lesson included on making change. This life skill fits well with the lesson. Feel free to use it or skip it if it does not apply to your students. The second activity is called "What are the costs?" The students will be given a few examples of goods/services and must determine what all the costs are to produce that that good/service in order to price it correctly. Last, the students will have an activity called "What's your business?" In this activity students will dig in a little deeper to what kind of business they would like, either a storefront or online.

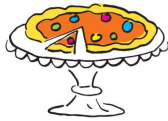
Tammy and Timmy are joining the family



candy business. They are going to sell a



candy pizza. Tammy wants to set up a shop



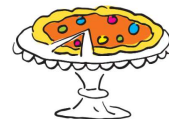
to sell the candy pizza. Timmy wants to sell



the candy pizzas online. They need to figure



out the cost to sell the candy pizzas.



Tammy and Timmy are trying to figure out



how much to price the candy pizzas. Their



dad tells them they need to think about

what it costs to make, and what their profit

will be.

Tammy's costs are low. She just needs a table



and a stand. Timmy's costs are a little higher



because he has to ship his items to customers.



Timmy will have to price his item higher than



Tammy to make the same profit.



Storefront

Online



Level A

Making change!

Solve the problems below to figure out how much change to give the customer.

1. Customer #1



wants  + . They cost \$5.00.

She has \$10.00. How much change does she get?

$$\begin{array}{r} \$10.00 \\ - \$5.00 \\ \hline \end{array}$$

2. Customer #2



wants  + . They cost \$2.00.

She has \$3.00. How much change does she get?

$$\begin{array}{r} \$3.00 \\ - \$2.00 \\ \hline \end{array}$$

Level A

Making change!

Solve the problems below to figure out how much change to give the customer.

3. Customer



wants  + . They cost \$7.00.

He has \$9.00. How much change does he get?

$$\begin{array}{r} \$9.00 \\ - \$7.00 \\ \hline \end{array}$$

4. Customer #4



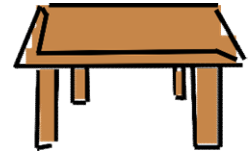
wants  +  They cost \$8.50.

He has \$11.00. How much change does he get?

$$\begin{array}{r} \$11.00 \\ - \$8.50 \\ \hline \end{array}$$

Level A

Match the costs with the good/service.
There is one that goes with both!



Level A

What kind of business would you have?

Think about what you like to do to determine if you would like to have a storefront business or an online business.

1)

A) I like face to face interaction with people.

B) I prefer less face to face interactions.

2)

A) I am still learning about computers.

B) I can work a computer well.

3).

A) I enjoy counting change.

B) I do not enjoy counting change.

4)

A) I don't want to ship items to customers.

B) I like to ship items to customers.

5)

A) I am comfortable having conversations with people.

B) I am not comfortable having conversations with people.

If you answered mostly A, you might be a great fit for a face to face storefront.

In a storefront you will interact with people and use making change skills.

If you answered mostly B, you might want to use your great computer skills for an online business.

Level A

\$mart path

Level 2, Lesson 3
Adapted Guide
Level B

Tammy and Timmy are going to sell a



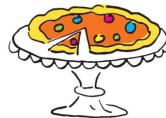
candy pizza. Tammy wants to set up a



shop to sell the candy pizza. Timmy



wants to sell the candy pizzas online.



Tammy and Timmy need to price the



candy pizzas. They need to think about



what it costs to make, and what their

profit will be.



Tammy needs a table and a stand. Timmy



has to ship his items to customers. Timmy



will have to price his item higher than



Tammy to make the same profit.



Storefront

Online



Level B

Making change!

Solve the problems below to figure out how much change to give the customer.

1. Customer #1



wants  + . They cost \$4.00.

She has \$5.00. How much change does she get?

$$\begin{array}{r} \$5.00 \\ - \$4.00 \\ \hline \end{array}$$

2. Customer #2



wants  + . They cost \$2.00.

She has \$3.00. How much change does she get?

$$\begin{array}{r} \$3.00 \\ - \$2.00 \\ \hline \end{array}$$

Making change!

Solve the problems below to figure out how much change to give the customer.

3. Customer



wants  + . They cost \$7.00.

He has \$9.00. How much change does he get?

$$\begin{array}{r} \$9.00 \\ - \$7.00 \\ \hline \end{array}$$

4. Customer #4



wants  +  They cost \$8.00.

He has \$11.00. How much change does he get?

$$\begin{array}{r} \$11.00 \\ - \$8.00 \\ \hline \end{array}$$

Level B

Match the costs with the good/service.
There is one that goes with both!



Level B

What kind of business would you have?

Think about what you like to do to determine if you would like to have a storefront

business or an online business.

1)

A) I like face to face interaction with people.

B) I prefer less face to face interactions.

2)

A) I am still learning about computers.

B) I can work a computer well.

3).

A) I enjoy counting change.

B) I do not enjoy counting change.

4)

A) I don't want to ship items to customers.

B) I like to ship items to customers.

5)

A) I am comfortable having conversations with people.

B) I am not comfortable having conversations with people.

If you answered mostly A, you might be a great fit for a face to face storefront.

In a storefront you will interact with people and use making change skills.

If you answered mostly B, you might want to use your great computer skills for an online business.

Level B

\$mart path

Level 2, Lesson 3
Adapted Guide
Level C

Tammy and Timmy are going to sell a



candy pizza. Tammy wants to set up a



shop to sell the candy pizza. Timmy



wants to sell the candy pizzas online.



Tammy and Timmy need to price the



candy pizzas. They need to think about



what it costs to make, and what their

profit will be.

Tammy needs a table and a stand. Timmy



has to ship his items to customers. Timmy



will have to price his item higher than



Tammy to make the same profit.



Storefront

Online



Level C

Making change!

Solve the problems below to figure out how much change to give the customer.

1. Customer #1



wants



+





. They cost \$4.00.

She has \$5.00. How much change does she get?

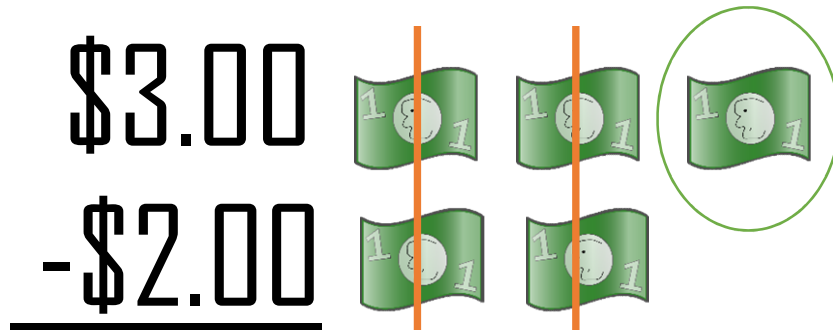
\$5.00					
- \$4.00					
<hr/>					

Customer #2

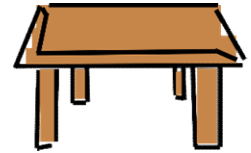


wants  + . They cost \$2.00.

She has \$3.00. How much change does she get?



Match the costs with the good/service.
There is one that goes with both!



Level C

What kind of business would you have?

Think about what you like to do to determine if you would like to have a storefront business or an online business.

1)

A) I like face to face interaction with people.

B) I prefer less face to face interactions.

2)

A) I am still learning about computers.

B) I can work a computer well.

3).

A) I enjoy counting change.

B) I do not enjoy counting change.

4)

A) I don't want to ship items to customers.

B) I like to ship items to customers.

5)

A) I am comfortable having conversations with people.

B) I am not comfortable having conversations with people.

If you answered mostly A, you might be a great fit for a face to face storefront.

In a storefront you will interact with people and use making change skills.

If you answered mostly B, you might want to use your great computer skills for an online business.

Level C

A

B

Use for eye gaze or choices to answer "what kind of business would you have?" quiz.

Level C