

Lesson Plan

Identifying Goods and Services

Book: *Earning Money*

Series: Exploring Money

Level: Pioneer

Objective

To help students identify examples of goods and services from a text read aloud and to come up with additional examples of their own.

Supplies

- *Earning Money* book
- Whiteboard
- Dry erase marker

Before the Activity

Read the *Earning Money* book out loud.

Activity

Earning Money describes different ways that people can make money. Some people make money by selling goods or providing services. Ask the following questions to review the concepts of goods and services as a class:

- What are goods? (Answer: items people can buy)
- What are services? (Answer: actions of helping or doing work for others)

As a class, brainstorm different ways people can earn money by selling goods. Write students' answers on the whiteboard, using the following sample answers as a guide:

- farmers who grow and sell food
- artists who make and sell paintings
- bakers who make and sell bread
- people who sew and sell clothing

Next, ask students to list different ways people can earn money by providing services. Add these answers to the whiteboard, using the following sample answers as a guide:

- teachers who teach students at schools
- nurses who take care of patients at hospitals
- chefs or waiters who work at restaurants
- people who drive buses or trucks

Then, have students think about a job they'd like to have when they grow up. Invite a few volunteers to share their answers with the class. Help students discuss if each answer involves selling a good or providing a service. Add it to the corresponding list on the whiteboard.

Evaluation

Could students list a few jobs for each category? Could they determine which category their peers' answers belonged in?

Standards

This lesson may be used to address the Common Core State Standards' reading standards for informational text, grade 1 (RI 1.1, 1.2), and speaking and listening standards, grade 1 (SL 1.2).