

Ideas Build Markets

Analyze how people from varied backgrounds shaped the U.S. economy.

SS.8.E.2.1 "Analyze contributions of entrepreneurs, inventors, and other key individuals from various gender, social, and ethnic backgrounds in the development of the United States economy."

NAME _____

DATE _____

1 READ AND MARK _____ Read it twice

YOUR JOB Underline one contribution made by Woods, Walker, and Strauss. Circle the words that explain an economic effect of each contribution, then write 1, 2, and 3 beside the three people.

People Behind Economic Change

- ① In the late 1800s, Granville T. Woods, an African American inventor, created devices that improved railroad communication and safety. One of his inventions let moving trains communicate with stations by telegraph. Railroads could better track trains and reduce the risk of collisions. Woods sold rights to some of his inventions, showing how an inventor could turn ideas into business income. His work supported a railroad system that moved workers, raw materials, and products across the growing national market.
- ② Madam C. J. Walker, born Sarah Breedlove to parents who had been enslaved, built a hair-care company in the early 1900s. She developed and sold products designed for Black women, a group often ignored by other businesses. Walker trained thousands of sales agents, many of them women, who earned income by selling her products. She also gave agents opportunities to manage local work. Her company expanded consumer choices, created jobs, and directed money into Black communities.
- ③ Levi Strauss immigrated from Bavaria, a region in present-day Germany, and opened a dry-goods business in San Francisco. In 1873, he and tailor Jacob Davis received a patent for work pants strengthened with metal rivets. Miners and laborers needed durable clothing, so the product met a demand created by western mining and construction. Strauss used a supply network to obtain cloth and distribute goods. Like Woods and Walker, he connected an idea or product to jobs, trade, and changing needs in the U.S. economy.

2 ANSWER WITH EVIDENCE _____ Use the passage

1 How did Granville T. Woods's railroad invention support the national economy?

2 What customer group did Madam C. J. Walker serve, and how did training sales agents affect the economy?

3 What demand did Strauss and Davis meet, and how did Strauss help get the product to customers?

4 Choose Woods and Walker, Walker and Strauss, or Woods and Strauss. Explain one way each person's work created economic change.

3 YOUR TURN _____ Your own words

Create a fictional U.S. entrepreneur or inventor from a gender, social, or ethnic background of your choice. Write six sentences explaining a need the person notices, the product or service they create, and two ways it affects jobs, trade, income, or consumer choices.

PART 1 • READ AND MARK

Underline one contribution made by Woods, Walker, and Strauss. Circle the words that explain an economic effect of each contribution, then write 1, 2, and 3 beside the three people. Accept any marking that follows this job and points at the right text.

PART 2 • ANSWERS

#	QUESTION	ANSWER
1	How did Granville T. Woods's railroad invention support the national economy?	It helped railroads track trains and reduce collisions, supporting the movement of workers, raw materials, and products across the national market.
2	What customer group did Madam C. J. Walker serve, and how did training sales agents affect the economy?	Walker served Black women, who were often ignored by other businesses. Training agents gave many women income and management opportunities, created jobs, and directed money into Black communities.
3	What demand did Strauss and Davis meet, and how did Strauss help get the product to customers?	They met miners' and laborers' need for durable clothing. Strauss used a supply network to obtain cloth and distribute the work pants.
4	Choose Woods and Walker, Walker and Strauss, or Woods and Strauss. Explain one way each person's work created economic change.	Answers will vary. Woods improved railroad movement and safety; Walker created jobs and expanded consumer choices; Strauss met demand for durable clothing and supported trade through distribution.

PART 3 • YOUR TURN (SAMPLE ANSWER)

Fictional entrepreneur Elena Ruiz is a Mexican American mechanic whose family ran a small repair shop. She notices that rural drivers lose wages when they travel far for repairs. Elena creates a mobile service that repairs farm equipment at customers' fields. She hires two technicians and buys parts from nearby suppliers. Her service helps farms return to work faster and creates new local jobs. By meeting a specific need, Elena increases income and trade in her community.

Accept equivalent cause-and-effect explanations that connect each person's action to an economic result stated in the passage. For the open response, accept a plausible fictional example that includes a background, a need, a contribution, and two clear economic effects.