Choices Create Value

Trace how willing buyers and sellers benefit from trade.

SS6E11 "Give examples of how voluntary trade benefits buyers and sellers in Australia."

NAME ______________________ DATE ____________

1 READ AND MARK

Read it twice

YOUR JOB Underline each benefit to a buyer, circle each benefit to a seller, and number the three trade examples to show how each exchange can help both sides.

Trading by Choice

1 In Australia, voluntary trade happens when people choose to buy and sell because both expect a benefit. At a weekend farmers' market in Adelaide, a shopper may buy apples from a grower. The shopper gets fresh apples without growing a tree. The grower receives money that can pay for seeds, workers, and transport. Neither person is forced to make the exchange. If the price or apples do not seem worthwhile, either person can choose not to trade.

2 Trade also gives buyers choices. An Australian clothing shop can purchase T-shirts from a maker in Vietnam and offer them to local customers. Customers can compare styles, sizes, and prices before choosing. The shop benefits when customers buy its shirts, and the maker gains sales for its work. Buyers may benefit from a lower price or a style made elsewhere. Sellers benefit by reaching customers who want what they offer, even when those customers live far away.

3 Sometimes a seller offers a product only if enough buyers choose it. A café in Brisbane might buy coffee beans from an Australian roaster. The café can attract customers with drinks they enjoy, while the roaster sells more beans. Customers can decide whether the café's price and quality work for them. The café and roaster must consider what buyers want, since customers can choose other cafés or brands. Voluntary trade can therefore reward sellers that meet buyers' needs and give buyers more options.

2 ANSWER WITH EVIDENCE

Use the passage

1. In the Adelaide apple trade, what does the shopper gain, and what does the grower gain?

2. How can the T-shirt trade benefit local customers? How can it benefit the clothing shop and the maker?

3. How do customers' choices affect the Brisbane café and the coffee roaster?

4. What can either person do if the apples or price do not seem worthwhile? Why does this make the trade voluntary?

3 YOUR TURN

Your own words

Invent a voluntary trade in Australia that is different from the examples in the passage. Write exactly two sentences that name the buyer and seller, explain one benefit for each, and include a choice either side can make.

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PART 1 · READ AND MARK

Underline each benefit to a buyer, circle each benefit to a seller, and number the three trade examples to show how each exchange can help both sides. Accept any marking that follows this job and points at the right text.

PART 2 · ANSWERS

#	QUESTION	ANSWER
1	In the Adelaide apple trade, what does the shopper gain, and what does the grower gain?	**The shopper gets fresh apples without growing a tree. The grower receives money for seeds, workers, and transport.**
2	How can the T-shirt trade benefit local customers? How can it benefit the clothing shop and the maker?	**Customers can compare styles, sizes, and prices and may get a lower price or a style made elsewhere. The shop sells shirts, and the maker gains sales.**
3	How do customers' choices affect the Brisbane café and the coffee roaster?	**Customers can choose the café if its drinks, price, and quality work for them, or choose other cafés or brands. The café must meet customers' wants to attract them, and the roaster sells more beans when the café buys from it.**
4	What can either person do if the apples or price do not seem worthwhile? Why does this make the trade voluntary?	**Either person can choose not to trade. The exchange is voluntary because no one is forced to buy or sell.**

PART 3 · YOUR TURN (SAMPLE ANSWER)

A family in Perth buys a reusable water bottle from a local outdoor shop because it fits their needs and budget. The family gets a useful bottle, while the shop earns money, and either side can choose not to make the trade.

Accept any realistic voluntary trade set in Australia that identifies a buyer and seller and gives an accurate benefit to each. The response must also state a genuine choice to trade or not trade.