

Choices Across Markets

Trace how willing buyers and sellers benefit from trade.

SS6E2 "Give examples of how voluntary trade benefits buyers and sellers in Latin America."

NAME _____

DATE _____

1 READ AND MARK _____ Read it twice

YOUR JOB Underline each phrase that tells how a buyer benefits, circle each phrase that tells how a seller benefits, and number the three trade examples 1, 2, and 3.

Trade by Choice

- ① Voluntary trade happens when people choose to buy and sell because both expect a benefit. In Colombia, coffee growers may sell roasted beans to a neighborhood cafe. The growers receive money that can pay workers and help buy tools. The cafe receives coffee it did not grow, so it can offer drinks to customers. Customers, who are buyers at the cafe, can choose a drink they want and save time because they do not have to roast coffee themselves.
- ② In Mexico, a fruit stand owner can buy mangoes from nearby farmers. Farmers gain a reliable customer and income for their harvest. The stand owner gains fruit to resell and can earn money if shoppers buy it. Shoppers gain a choice of fresh mangoes without growing trees. Trade does not guarantee that everyone earns the same amount. A seller must offer a price buyers are willing to pay, and buyers may compare quality and prices before deciding.
- ③ At a market in Peru, a weaver may sell a handwoven bag to a visitor. The visitor chooses the bag because its colors and design fit a need or taste. The weaver receives payment for skill and materials, and the visitor receives a useful item that the visitor cannot easily make. The trade is voluntary only if each person may say no. When both agree, trade can connect people with different resources, skills, and choices.

2 ANSWER WITH EVIDENCE _____ Use the passage

1 How does the Colombian cafe benefit as a buyer, and how do the coffee growers benefit as sellers?

2 What does the Mexican fruit stand owner gain by buying mangoes from farmers?

3 What does a shopper gain by buying mangoes, and what can the shopper compare before choosing?

4 In the Peru example, how does the trade benefit both the weaver and the visitor, and what makes it voluntary?

3 YOUR TURN _____ Your own words

Create a new voluntary trade example in a Latin American country not named in the passage. In three sentences, name the buyer, seller, and product, explain one benefit for each person, and tell why the trade is voluntary.

PART 1 • READ AND MARK

Underline each phrase that tells how a buyer benefits, circle each phrase that tells how a seller benefits, and number the three trade examples 1, 2, and 3. Accept any marking that follows this job and points at the right text.

PART 2 • ANSWERS

#	QUESTION	ANSWER
1	How does the Colombian cafe benefit as a buyer, and how do the coffee growers benefit as sellers?	The cafe gets coffee to make drinks for customers. The growers receive money to pay workers and buy tools.
2	What does the Mexican fruit stand owner gain by buying mangoes from farmers?	The owner gets fruit to resell and can earn money if shoppers buy it.
3	What does a shopper gain by buying mangoes, and what can the shopper compare before choosing?	The shopper gets a choice of fresh mangoes without growing trees. The shopper can compare quality and prices.
4	In the Peru example, how does the trade benefit both the weaver and the visitor, and what makes it voluntary?	The weaver receives payment, and the visitor gets a useful bag. It is voluntary because each person may say no and both agree to trade.

PART 3 • YOUR TURN (SAMPLE ANSWER)

In Chile, a restaurant buys fish from a local fisher. The fisher earns money, and the restaurant gets fish to serve diners. The trade is voluntary because the fisher and restaurant can each choose whether the price works for them.

Accept equivalent explanations of buyer and seller benefits that match the passage. For Your Turn, accept any accurate Latin American setting not named in the passage if it clearly includes a willing buyer, a willing seller, and a benefit for each.