

Trade Choices

Read examples of voluntary trade and identify benefits for each side.

SS6E5 "Give examples of how voluntary trade benefits buyers and sellers in Canada."

NAME _____

DATE _____

1 READ AND MARK _____ Read it twice

YOUR JOB In each paragraph, underline one benefit for a buyer and circle one benefit for a seller. This will help you see why people choose to trade.

Choices That Help Both Sides

- ① In Canada, voluntary trade happens when buyers and sellers choose to exchange goods or services because each expects a benefit. A Vancouver grocery store may buy bananas from a supplier, then sell them to shoppers. Shoppers choose bananas because they want fruit at a price they can afford. The store chooses to sell bananas because customers will pay for them. No one forces either side to make the exchange. Both sides can decide whether the deal works for them.
- ② Trade can give Canadian buyers more choices. A family in Winnipeg might buy a winter coat made by a company in another country if the coat has the style, quality, or price the family prefers. The company gains sales revenue from the purchase. It can use that money to pay workers, buy materials, or make more coats. The Canadian store also earns money for providing a place where people can compare coats and purchase one. Each participant chose to take part.
- ③ Sellers do not benefit only by receiving money. When a Canadian software business sells a language-learning app to customers in Mexico, it reaches people beyond Canada. More customers may help the business grow and hire workers. Mexican customers may benefit because they can choose an app that meets their learning needs. Trade can also lead sellers to improve quality or offer lower prices as they compete for buyers. Voluntary trade does not promise that every choice is perfect, but it gives buyers and sellers chances to seek agreements that benefit them.

2 ANSWER WITH EVIDENCE _____ Use the passage

1 How do the grocery shoppers benefit when they choose to buy bananas?

2 Name two ways the coat company can use the sales revenue it receives from a purchase.

3 How does the Canadian store benefit when it sells winter coats?

4 What is one benefit for the Canadian software business and one benefit for its customers in Mexico?

3 YOUR TURN _____ Your own words

Write three sentences about a voluntary trade between a buyer and a seller in Canada. Explain the choice each person makes, one benefit for the buyer, and one benefit for the seller.

PART 1 • READ AND MARK

In each paragraph, underline one benefit for a buyer and circle one benefit for a seller. This will help you see why people choose to trade. Accept any marking that follows this job and points at the right text.

PART 2 • ANSWERS

#	QUESTION	ANSWER
1	How do the grocery shoppers benefit when they choose to buy bananas?	They get fruit at a price they can afford.
2	Name two ways the coat company can use the sales revenue it receives from a purchase.	It can pay workers, buy materials, or make more coats.
3	How does the Canadian store benefit when it sells winter coats?	The store earns money by providing a place for people to compare and buy coats.
4	What is one benefit for the Canadian software business and one benefit for its customers in Mexico?	The business reaches more customers and may grow or hire workers. Customers can choose an app that meets their learning needs.

PART 3 • YOUR TURN (SAMPLE ANSWER)

A customer in Halifax voluntarily buys a poster from a local artist because she likes its design. The customer benefits by getting art for her room. The artist benefits by earning money from the sale.

Accept any realistic voluntary exchange that identifies a buyer choice, a seller choice, and a clear benefit for each side. Benefits may include a wanted good or service, choice, income, sales, business growth, or jobs.