

Ideas at Work

How entrepreneurs turn local needs into economic activity

SS7E3.e “Describe the role of entrepreneurship.”

NAME _____

DATE _____

1 READ AND MARK _____ Read it twice

YOUR JOB Underline one phrase that identifies a business opportunity, circle each action that shows entrepreneurship, and number two effects the business has on other people.

A Repair Shop Grows

- ① In Kumasi, Ghana, Ama noticed that many students needed repaired school uniforms, but nearby shops focused on selling new clothes. She used her savings to buy a sewing machine and thread, then began repairing uniforms after school. Ama is an entrepreneur, a person who organizes resources to start and run a business. She took a risk because customers might not come. Her idea met a local need while giving families a lower-cost choice than replacing damaged uniforms.
- ② As the business grew, Ama ordered fabric from a local wholesaler and asked her cousin Kojo to help during busy weeks. Kojo earned income for his work, and the wholesaler gained another customer. Ama also listened when families asked for stronger seams and added that service. By improving her work, she hoped to keep customers and compete with other repair shops. Entrepreneurs can create jobs, connect buyers and suppliers, and introduce better goods or services. Their decisions can affect more than their own earnings.
- ③ Not every new business succeeds. An entrepreneur must decide how much money and time to invest, set prices, and adjust when costs or customer needs change. Ama may use some profit to buy another machine, which could let her serve more customers. If the business loses customers, however, she could lose savings or be unable to pay Kojo. Entrepreneurship helps an economy by turning ideas and resources into businesses, work, choices, and income, but it also involves risk and careful decisions.

2 ANSWER WITH EVIDENCE _____ Use the passage

1 What business opportunity did Ama identify, and how did her business respond to it?

2 Why was using her savings to start the business a risk for Ama?

3 Name two people or groups, besides Ama, that benefit from her growing business. Tell how each benefits.

4 According to the passage, what are two ways entrepreneurship can help an economy?

3 YOUR TURN _____ Your own words

Invent a small business for a community in Africa. Write five sentences that explain the need it meets, the resources it uses, one risk, and two ways it could affect other people.

PART 1 • READ AND MARK

Underline one phrase that identifies a business opportunity, circle each action that shows entrepreneurship, and number two effects the business has on other people. Accept any marking that follows this job and points at the right text.

PART 2 • ANSWERS

#	QUESTION	ANSWER
1	What business opportunity did Ama identify, and how did her business respond to it?	Ama saw that students needed uniform repairs. She started a business that repaired uniforms.
2	Why was using her savings to start the business a risk for Ama?	Customers might not come, so she could lose her savings.
3	Name two people or groups, besides Ama, that benefit from her growing business. Tell how each benefits.	Kojo benefits by earning income for his work, and the wholesaler benefits by gaining another customer. Families also benefit from a lower-cost repair choice.
4	According to the passage, what are two ways entrepreneurship can help an economy?	Entrepreneurship can create jobs and connect buyers with suppliers. It can also provide better goods or services, choices, and income.

PART 3 • YOUR TURN (SAMPLE ANSWER)

Near Saint-Louis, Senegal, Malik starts a bicycle repair business because fish sellers need dependable bikes to carry supplies to market. He uses savings to buy tools and rents a small work space. He risks losing money if too few customers choose his shop. If the business grows, Malik may hire a helper, who earns income. Sellers may also reach the market more reliably, giving customers more choices.

Accept equivalent explanations that connect entrepreneurship to identifying needs, organizing resources, taking risks, and affecting others through jobs, suppliers, goods, services, choices, or income. For Part 3, accept any plausible African community and business idea that includes all required parts.