Trade Choices

How willing exchanges can help both buyers and sellers.

SS7E5 "Explain how voluntary trade benefits buyers and sellers in Southwest Asia (Middle East)."

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 two details that show a trade is voluntary. Your marks will help you explain why both sides may choose to trade.

Why People Choose to Trade

1 In Southwest Asia, people and businesses trade goods and services when both sides choose to do so. This is voluntary trade. A buyer may want a product, such as dates grown in Saudi Arabia, more than the money paid for it. The seller may value the money more than keeping the dates. Because each side expects to gain, they agree on a price. Trade can happen in a market, between companies, or across national borders.

2 For example, a bakery in the United Arab Emirates buys wheat flour from a supplier in Turkey. The bakery gains flour it can use to make bread, and its customers gain more bread choices. The Turkish supplier receives payment and can use that money to pay workers, buy equipment, or purchase other goods. If the price or quality does not work for either side, either can refuse the deal. The trade occurs only when both choose it.

3 Voluntary trade can also widen choices. Jordan produces phosphates used in fertilizer, while nearby countries and trading partners need them. A Jordanian mining company can sell phosphates and earn revenue. Buyers obtain an input for making fertilizer instead of producing it themselves. Sellers compete for customers, so buyers may find different prices or quality levels. Buyers also compare offers, so sellers must meet needs. Trade does not guarantee equal benefits, but a voluntary exchange happens because both parties believe it is worthwhile.

2 ANSWER WITH EVIDENCE

Use the passage

1. What makes a trade voluntary, according to the passage?

2. How does the bakery in the United Arab Emirates benefit from buying flour from Turkey?

3. How does the Turkish flour supplier benefit from the trade?

4. How can competition among sellers benefit buyers?

3 YOUR TURN

Your own words

Invent a voluntary trade between a seller and a buyer in Southwest Asia. Write two sentences that name the good and explain how each side benefits and why both choose the trade.

Trade Choices

PART 1 · READ AND MARK

Underline each benefit to a buyer, circle each benefit to a seller, and number two details that show a trade is voluntary. Your marks will help you explain why both sides may choose to trade. Accept any marking that follows this job and points at the right text.

PART 2 · ANSWERS

#	QUESTION	ANSWER
1	What makes a trade voluntary, according to the passage?	**Both sides choose the exchange because each expects to gain. Either side can refuse the deal.**
2	How does the bakery in the United Arab Emirates benefit from buying flour from Turkey?	**It gets flour to make bread, and its customers have more bread choices.**
3	How does the Turkish flour supplier benefit from the trade?	**The supplier receives payment that can be used to pay workers, buy equipment, or purchase other goods.**
4	How can competition among sellers benefit buyers?	**Buyers may find different prices or quality levels, while sellers must meet buyers' needs.**

PART 3 · YOUR TURN (SAMPLE ANSWER)

An Omani date farm sells dates to a grocery store in Kuwait. The store gains fruit to sell to customers, the farm earns money, and both agree because each expects the trade to be worthwhile.

Accept equivalent explanations that identify a benefit for both the buyer and seller and show that both sides choose the exchange. For the open task, accept realistic Southwest Asia trade examples with a clearly stated good and mutual benefit.