

# Ideas Into Action

Read how entrepreneurs turn needs into businesses.

**SS7E6.e** "Describe the role of entrepreneurship."

NAME \_\_\_\_\_

DATE \_\_\_\_\_

## 1 READ AND MARK \_\_\_\_\_ Read it twice

**YOUR JOB** Underline actions entrepreneurs take, and circle effects their businesses can have on people or the economy. These marks will help you describe the role of entrepreneurship.

### Entrepreneurs in the Economy

- ① Entrepreneurship is the act of starting and running a business to meet a need or solve a problem. An entrepreneur notices an opportunity, makes a plan, gathers resources, and accepts the risk that the business may not succeed. Resources can include money, workers, equipment, materials, and knowledge. Entrepreneurs also decide what to produce, how much to charge, and how to reach customers. Their choices connect ideas to goods and services that people can buy and use.
- ② In Jordan, water is scarce, so a student might see a chance to create a small business that installs drip-irrigation kits for neighborhood gardens. The entrepreneur would research customers, estimate costs, buy supplies, and explain how the kits save water. If enough customers purchase kits, the business earns revenue and may hire installers. If costs are too high or few customers choose the product, the owner could lose money. This risk is part of entrepreneurship.
- ③ Entrepreneurs can affect an economy beyond their own earnings. A new business can create jobs, purchase supplies from other businesses, and offer customers another choice. Competition may lead businesses to improve quality, lower prices, or develop new products. Governments in Southwest Asia can support entrepreneurship by providing training, clear business rules, or access to loans. However, support does not guarantee success. Entrepreneurs still need useful ideas, careful decisions, and customers willing to pay for their goods or services.

**2 ANSWER WITH EVIDENCE** \_\_\_\_\_ Use the passage

**1** After noticing an opportunity, what are two actions an entrepreneur can take?

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**2** How could the drip-irrigation business in Jordan meet a need in its community?

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**3** What could cause the owner of the Jordan business to lose money?

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**4** Describe two ways a new business can affect the economy beyond the owner's earnings.

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**3 YOUR TURN** \_\_\_\_\_ Your own words

Imagine a community in Southwest Asia needs a service that is not described in the passage. Write 3 or 4 sentences that name a business idea, explain the need it meets, list resources it needs, describe one risk, and explain two ways it could affect the local economy.

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**PART 1 • READ AND MARK**

Underline actions entrepreneurs take, and circle effects their businesses can have on people or the economy. These marks will help you describe the role of entrepreneurship. Accept any marking that follows this job and points at the right text.

**PART 2 • ANSWERS**

| # | QUESTION                                                                             | ANSWER                                                                                                                                                  |
|---|--------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | After noticing an opportunity, what are two actions an entrepreneur can take?        | <b>Any two: make a plan, gather resources, accept risk, decide what to produce, set a price, or reach customers.</b>                                    |
| 2 | How could the drip-irrigation business in Jordan meet a need in its community?       | <b>It could install drip-irrigation kits for neighborhood gardens and help customers save water.</b>                                                    |
| 3 | What could cause the owner of the Jordan business to lose money?                     | <b>Costs could be too high, or too few customers could choose to buy the kits.</b>                                                                      |
| 4 | Describe two ways a new business can affect the economy beyond the owner's earnings. | <b>Any two: create jobs, buy supplies from other businesses, give customers another choice, improve quality, lower prices, or develop new products.</b> |

**PART 3 • YOUR TURN (SAMPLE ANSWER)**

A student in Oman could start a bicycle repair service for families whose bicycles need regular maintenance. The business would need tools, replacement parts, a workspace, and money to buy supplies. The owner risks spending money on parts before enough customers arrive. If the service succeeds, it could hire a helper and buy parts from local sellers, creating jobs and sales.

For questions 1 and 4, accept any two accurate details from the passage. For the open response, accept realistic business ideas that include each required element and clearly connect entrepreneurship to meeting needs, taking risks, and affecting the economy.