Choices Build Business

How Oklahoma workers, businesses, and shoppers shape the economy

3.C.4 "Identify and describe basic economic activities creating prosperity for the state. Describe the features of a market economic system. Explain how citizens make their own decisions about what goods or services are produced..."

NAME _____ DATE _____

1 READ AND MARK

Read it twice

YOUR JOB Underline one example each of labor, land, and capital in the passage. Circle a choice made by a shopper or business to show how choices shape what is sold.

From Wheat Fields to Travel Stops

1. On an Oklahoma farm, a family grows wheat to sell. Their work is **labor**. The soil and water are **land**, or natural resources. A tractor is **capital**, a tool that helps them grow wheat. A nearby bakery buys flour made from wheat and bakes bread. Farmers and bakers choose what to make. Shoppers choose what to buy, so their choices help shape the market.

2. One summer, dry weather means farmers harvest less wheat. There is less local wheat to make into flour, so bakeries may have less flour. If many shoppers still want bread, its price may rise. Some shoppers may buy another food instead. Next year, a farmer may plant more wheat if many buyers still want it. What people want, called demand, helps guide what businesses make.

3. In 1964, Tom and Judy Love opened a small gas station in Watonga, Oklahoma. They used their work, a place to build, and pumps to serve drivers. As more drivers wanted fuel and food, their business grew into travel stops. Fuel sales are one way Oklahoma businesses earn money. Oklahoma wheat and oil can also reach buyers in other states and countries. These sales bring money into the state and support jobs.

2 ANSWER WITH EVIDENCE

Use the passage

1. How does the wheat farm use labor, land, and capital to grow wheat?

2. How might a smaller wheat harvest change the price of bread and what shoppers buy?

3. How did Tom and Judy Love respond when drivers wanted fuel and food?

4. How can selling Oklahoma wheat and oil outside the state help Oklahoma?

3 YOUR TURN

Your own words

Choose a local business not named in the passage. In three or four sentences, name its good or service, give one example each of labor, land (a natural resource), and capital (a tool), and explain how a change in customer demand might affect what it offers.

ANSWER KEY

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GRADE 3 · 3.C.4

PART 1 · READ AND MARK

Underline one example each of labor, land, and capital in the passage. Circle a choice made by a shopper or business to show how choices shape what is sold. Accept any marking that follows this job and points at the right text.

PART 2 · ANSWERS

#	QUESTION	ANSWER
1	How does the wheat farm use labor, land, and capital to grow wheat?	**The family's work is labor, soil and water are land, and a tractor is capital.**
2	How might a smaller wheat harvest change the price of bread and what shoppers buy?	**Bread may cost more, and some shoppers may buy another food instead.**
3	How did Tom and Judy Love respond when drivers wanted fuel and food?	**They grew their business into travel stops that served drivers.**
4	How can selling Oklahoma wheat and oil outside the state help Oklahoma?	**Those sales bring money into Oklahoma and support jobs.**

PART 3 · YOUR TURN (SAMPLE ANSWER)

A neighborhood car wash offers a car-washing service. Workers use their labor to wash cars. Water is a natural resource, and hoses are capital tools. If more drivers want their cars washed, the owner might offer more washing hours.

Accept other passage-based examples of labor, land, and capital for question 1. For the open task, accept any plausible local business with all three resources and a clear response to changing customer demand.