# Behind the Leggings

How four resources help a business make and sell clothing

**4.C.4.1.C** "Compare the factors of production (e.g., labor, land, capital, entrepreneurship) and explain how they are used together to produce goods and services, as exemplified by contemporary American entrepreneurs."

NAME _____ DATE _____

## 1 READ AND MARK

Read it twice

**YOUR JOB** Underline one example of labor and circle one example of land. Write 1 beside an example of capital and 2 beside an action taken by the entrepreneur to help you trace how the four factors work together.

### From Idea to Customer

1. Sara Blakely is an American entrepreneur who founded Spanx, a clothing company. A company like Spanx needs people and natural resources to make goods. Workers can cut fabric, sew pieces, and check each item. Their time and skills are labor. Water used to dye fabric is land, a name for natural resources used in production. Without workers, water and fabric would not become clothing a customer could wear.

2. Workers also need tools. Sewing machines and cutting tools are capital, or equipment used to make goods. A machine cannot decide what to make, but a worker can use it to stitch fabric. Blakely's role as an entrepreneur is different. She started a business to sell a new clothing idea and took a risk that customers might not buy it. Her plan brought people and resources together.

3. Think about how a pair of leggings might reach a customer. Water can help dye the fabric. Workers then use machines to turn fabric into clothing. Next, workers pack the finished leggings, and a delivery service carries them to a buyer. The leggings are a good because a customer can wear them. Delivery is a service because people do work for someone else. Each factor helps the business produce and sell.

## 2 ANSWER WITH EVIDENCE

Use the passage

1. How do water and workers help make clothing in different ways?

2. How is a sewing machine's job different from a worker's job?

3. How did Blakely's role differ from the roles of the workers and machines?

4. How do workers and a delivery service work together to get leggings to a buyer?

## 3 YOUR TURN

Your own words

Choose a present-day business in the United States other than Spanx, real or imagined. In four sentences, name its good or service, compare the jobs of land, labor, capital, and the entrepreneur, and explain how they work together.

ANSWER KEY

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GRADE 4 · 4.C.4.1.C

## PART 1 · READ AND MARK

Underline one example of labor and circle one example of land. Write 1 beside an example of capital and 2 beside an action taken by the entrepreneur to help you trace how the four factors work together. Accept any marking that follows this job and points at the right text.

## PART 2 · ANSWERS

| # | QUESTION | ANSWER |
|---|---|---|
| 1 | How do water and workers help make clothing in different ways? | **Water is a natural resource that can dye fabric. Workers use their time and skills to cut, sew, and check clothing.** |
| 2 | How is a sewing machine's job different from a worker's job? | **The machine is equipment used to stitch fabric. A worker decides how to use it and does the work.** |
| 3 | How did Blakely's role differ from the roles of the workers and machines? | **Blakely started the business, took a risk, and brought resources together. Workers make clothing using machines.** |
| 4 | How do workers and a delivery service work together to get leggings to a buyer? | **Workers make and pack the leggings. The delivery service carries the finished good to the buyer.** |

## PART 3 · YOUR TURN (SAMPLE ANSWER)

My neighborhood bakery sells bread, a good. Its owner takes a risk by choosing a new recipe and paying for supplies. Bakers use water, a natural resource, to mix dough and use an oven, a capital tool, to bake it. The owner's plan brings land, labor, and capital together to make bread for customers.

Accept other passage-supported examples, such as cutting tools for capital or checking clothing for labor. For Part 3, accept a real or imagined business if all four factors have distinct roles and the response explains how they work together.