Who Gets the Shift?

How production and work choices shape job opportunities

E.C.7.3 "Describe how decisions made by an entrepreneur and a laborer affect job opportunities for others (e.g., profit-maximizing level of output, hiring the optimal number of workers…"

NAME _____ DATE _____

1 READ AND MARK

Read it twice

YOUR JOB Underline the added sales and costs, circle each decision Nia or Mara makes, and number the effects those decisions have on job opportunities.

A Weekend at the Print Shop

1. A neighborhood print shop makes posters for local concerts. Its regular crew can produce 100 posters each week. The owner, Nia, is deciding whether to add weekend batches of 20 posters. The first batch would bring in $240 in sales. Its extra paper and ink would cost $80, electricity would cost $20, and a weekend worker would earn $90 for six hours. These are added costs, not the shop's total weekly costs. Nia compares the added sales with the added costs before offering any new shift. A profitable extra batch can create paid hours for someone outside the regular crew.

2. Nia calculates that the first batch adds $190 in costs and $240 in sales, leaving $50 more profit than the 100-poster plan. A second weekend batch would also cost $190, including $90 to hire a second weekend worker. But customers would pay only $160 for that batch because fewer orders remain at the regular price. Adding it would reduce profit by $30 compared with making 120 posters. Among the 100-, 120-, and 140-poster plans, Nia chooses 120. She offers one weekend shift, not two, so one applicant can earn wages while a second cannot get that shift.

3. Mara, a student who knows how to run the poster press, is offered the six-hour weekend shift. She could instead spend those hours at an unpaid design workshop, where she would learn a skill she values. Mara chooses the paid shift because she needs income now. Her choice means another qualified applicant, Luis, is not offered those six hours. If Mara had declined, Nia could have offered the shift to Luis; the shop could still have produced 120 posters. The two decisions work together: Nia determines how many shifts to offer, while Mara's choice affects who gets one.

2 ANSWER WITH EVIDENCE

Use the passage

1. How does Nia's comparison of added sales and costs for the first weekend batch affect job opportunities?

2. Why does Nia decide not to hire a second weekend worker?

3. Why does the 120-poster plan give Nia the most profit of the three plans she considers?

4. If Mara had chosen the workshop instead of the paid shift, how could Luis's job opportunity and the shop's output have changed?

3 YOUR TURN

Your own words

Invent a small business considering two extra batches, and give the added sales and costs for each batch. In 4 to 6 sentences, decide whether the owner hires zero, one, or two extra workers, then explain how a worker's choice to accept or decline a shift changes another applicant's opportunity.

Who Gets the Shift?

PART 1 · READ AND MARK

Underline the added sales and costs, circle each decision Nia or Mara makes, and number the effects those decisions have on job opportunities. Accept any marking that follows this job and points at the right text.

PART 2 · ANSWERS

#	QUESTION	ANSWER
1	How does Nia's comparison of added sales and costs for the first weekend batch affect job opportunities?	**The batch adds $240 in sales and $190 in costs, increasing profit by $50. Nia offers one paid weekend shift to produce it.**
2	Why does Nia decide not to hire a second weekend worker?	**The second batch would add $160 in sales but $190 in costs. It would lower profit by $30, so Nia does not offer a second shift.**
3	Why does the 120-poster plan give Nia the most profit of the three plans she considers?	**The first extra batch raises profit by $50 over the 100-poster plan, while the second would lower profit by $30 from the 120-poster plan.**
4	If Mara had chosen the workshop instead of the paid shift, how could Luis's job opportunity and the shop's output have changed?	**Nia could have offered Luis the shift, giving him six paid hours instead of Mara. The shop could still have produced 120 posters.**

PART 3 · YOUR TURN (SAMPLE ANSWER)

A smoothie stand could make two extra batches, each needing one extra worker. The first batch would add $180 in sales and $130 in costs, raising profit by $50. The second would add $110 in sales and $130 in costs, lowering profit by $20, so the owner hires one extra worker rather than two. If the first applicant declines the shift to attend a class, the owner can offer it to another qualified applicant. That choice changes who earns wages, but it does not change the owner's decision to make the first batch.

Accept answers that compare added sales with added costs and connect the resulting output choice to the number of shifts offered. For the open task, the hiring decision must match the student's numbers, and the worker's choice must have a clear effect on another applicant.