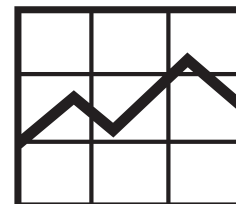# "Count on Pablo" by Barbara deRubertis

This story provides occasion to discuss how expenses and profits are interrelated and can be impacted by decisions made by entrepreneurs. Students will learn about counting, entrepreneurship, investing, and selling goods. This lesson provides the opportunity to:

1. Practice basic counting skills;
2. Teach the concepts of goods and services, and entrepreneurship;
3. Demonstrate the ways businesses make investments; and
4. Introduce the concept and relationship between cost and profit.

Time Limit: 40 minutes

Supplies Needed:
*   *Count on Pablo* by Barbara deRubertis
*   Crayons or colored pencils
*   Worksheet copies for all students

Growing an Investment with Entrepreneurship

(1) *(5 minutes)* What is a business? *(Take answers.)* A business is organized by someone who wants to sell goods or services in exchange for money. A person who starts or runs a business for the purpose of making a profit is called an entrepreneur. Profit is the money gained from sales after expenses or costs are paid.

(2) *(5 Minutes)* Have you ever thought about how people come up with ideas for businesses? Entrepreneurs need to think creatively about how they can maximize their time and effort to sell a product or service. ***Show the Biz Kid$ video clip, "Young Entrepreneurs: Kids Kitchen."*** (http://bizkids.com/clip/profile-kids-kitchen). ***Encourage students to think about what types of things Lucy has to do to make her business successful.***

(3) *(10 minutes)* Today we're going to read a story about Pablo, a boy who thinks like an entrepreneur to increase the value of vegetables he and his grandmother are selling. As we go, think about the investment in time and effort Pablo makes. ***Read the story.***

(4) ***Go to page 14 of the book.*** Look at all of the entrepreneurs who were selling goods at the market. Pablo and Abuela had a hard time standing out amongst their competition.

(5) ***Go to page 16 of the book. Point to the produce that Pablo and Abuela have for sale.*** A good is an object or product that is sold. What goods were Pablo and Abuela trying to sell?

Answer: 200 tomatoes, 100 peppers, 40 onions, 20 limes and 20 bunches of cilantro.

(5) ***Go to page 20 of the book.*** Pablo had to think creatively about how he could market their vegetables. He invested a portion of their goods to create the salsa. How many vegetables did they use to create the salsa?

Answer: Some cilantro, 10 tomatoes, 5 peppers, 2 onions, and 1 lime.

(6) *Go to page 20 of the book.* Pablo's creativity and entrepreneurial mindset paid off. By investing 10 tomatoes, 5 peppers, 2 onions, 1 lime and a small bunch of cilantro, Abuela and Pablo sold out of the remaining vegetables. They kept their expenses (the costs of selling their vegetables) low by using a small amount of their goods to make salsa for advertising.

(7) *Go to page 26 of the book.* Pablo's creativity and entrepreneurial mindset paid off. We know Pablo and Abuela used 10 tomatoes and sold the remaining 190. Let's look at how profitable their investment was.

(8) *(10 minutes) Pass out copies of Pablo's Counting Worksheet.* Pablo and Abuela bought a lot of goods to the market: 200 tomatoes, 100 peppers, 40 onions, 20 limes, and 20 bunches of cilantro. Use the worksheet to figure out how many of each vegetable they had after deducting the goods used to make salsa.

(9) *Continue the lesson by drawing attention to the cost per good.* We now know that after making salsa, Pablo and Abuela had 190 tomatoes, 95 peppers, 38 onions, 19 limes, and 19 bunches of cilantro. If there are 190 tomatoes and each tomato is sold for $.50, how much money has Pablo made?

Answer: 190 x $.50 = $95.00

If there are 95 peppers and each peppers is sold for $1.00, how much money has Pablo made?

Answer: 95 x $1.00 = $95.00

If there are 38 onions and each onion is sold for $.75, how much money has Pablo made?

Answer: 38 x $.75 = $28.50

If there are 19 limes and each lime is sold for $.50, how much money has Pablo made?

Answer: 19 x $.50 = $9.50

If there are 19 bunches of cilantro and each bunch is sold for $.50, how much money has Pablo made?

Answer: 19 x $1.00 = $19.00

For Younger Students *distribute the coloring worksheet and encourage students to consider how much money different quantities of vegetables would cost at the rates found on the Pablo's Profit Worksheet.*

For Older Students *consider using the Pablo's Profit Worksheet to test students' abilities to calculate the value of the produce Pablo and Abuela sold. The bonus question is difficult and may require some guidance.*