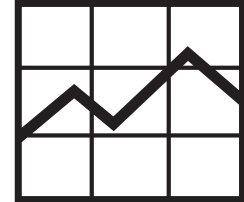




The Most Magnificent Thing by Ashley Spires

This story provides students with an opportunity to consider how entrepreneurs use their creativity to create a product. This exercise will help students:

1. Develop a basic understanding of how entrepreneurs create products;
2. Differentiate between human resources and capital resources; and
3. Build an understanding of how entrepreneurs manage expenses.



Time Limit: 40 minutes

Supplies Needed:

- *The Most Magnificent Thing* by Ashley Spires
- Crayons or colored pencils
- Worksheet copies for all students

Online Read Along:

There are several great online videos with read alongs for this book. We recommend the following video from Mr Paulson Reads's YouTube series:

<https://www.youtube.com/watch?v=UM8oN4yzJqw>

How do Goods and Services Relate to Entrepreneurship?

(1) Have you ever had a creative idea that you think you could share, or turn into a something that you could sell? **Ask students to brainstorm and share their ideas. Discuss.** An entrepreneur is someone who develops their ideas into a “good” or “service” to address people’s needs. A “good” is a material object that can be sold. A “service” is a valuable action or effort performed to satisfy a need or fulfill a demand. Today we’re going to read a book about a girl who makes things.

Read the story.

(2) Turn to Page 3. The girl has all sorts of good ideas. Entrepreneurs need to be creative to come up with their ideas. What does an entrepreneur need to do once they have a good idea? **Answer: They need to test it out to see if it would be useful to fulfilling a need.**

(3) Go to page 4. The girl has a trusted assistant, her dog friend. They work as a team. Do you think the time they put into coming up with ideas and creating them is valuable? **Answer: Yes! The value of a person’s time is called “human resources.” This is the quantity or quality of human effort directed toward producing goods and services.**



(4) Go to pages 5 and 6. The girl and the dog get to work on gathering the supplies they need for their project. What would we call the money they spent to pay for these supplies? **Answer: Expense. An expense is the amount of money spent in order to buy or do something.**

(5) Go to pages 7 and 8. It takes a lot of tools and supplies to build things. What is a tool an example of? **Answer: Capital Resources. Capital resources are manmade goods that are used to create other goods or perform a service. These resources increase productivity for a business. Capital resources include locations, machinery, tools, etc.**

(6) Go to pages 9 and 10. Often times, entrepreneurs with an idea need to work through many different versions of the good they are trying to produce. The girl either needs to pay for the costs herself or find an “investor.” An Investor is a person, company or other organization that has money invested in something.

(7) Go to pages 13 and 14. Each time the girl reworks her creation, she is incurring a “cost.” Cost is the amount of money you paid for something or the expense of doing something. In business, costs must be deducted from all money taken in before the profit may be determined.

(8) Go to page 17. The girl and dog are having a tough time reaching their “goal.” A goal is something that somebody wants to achieve. An entrepreneur needs to set goals to bring their ideas into reality.

(9) Go to page 25. After becoming frustrated, the girl takes a long break from her work. Do you ever get frustrated when you’re working on a project? **Discuss.** Once the girl has a break, she revisits her creations. What happens? **Answer: She realizes she has good ideas and may be able to share them after all!**

(10) Go to page 27. What is a business? **Answer: A business is a place where goods or services are sold in exchange for money.** Ultimately, if the girl decided to open a business to sell her goods, do you think she’d find people to buy them? **Answer: Yes, people are interested and see value in the goods she has created.**

(11) Go to page 29. What happens at the end of the book? **Answer: The girl’s creativity pays off and she created a great new scooter. She also shared her other creations with neighbors.** You also can use your creativity to come up with ideas that you can turn into a good or service!

For Younger Students provide them with the coloring worksheet. The *Entrepreneurs Stick to their Goals* worksheet provides a chance to discuss goals and persistence.

For Older Students have them work on the *Human Resources* or *Capital Resources* worksheet. To expand the conversation, consider bringing the third type of resources into the conversation: “natural resources.”