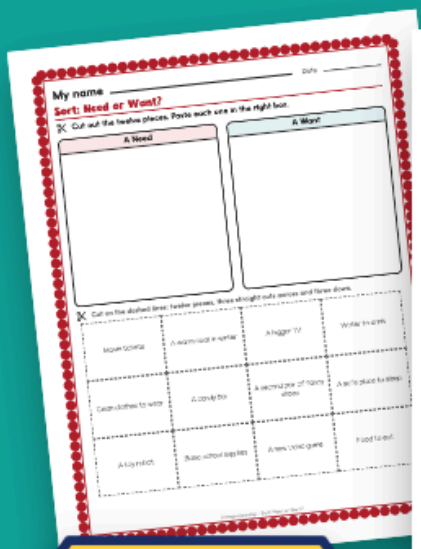
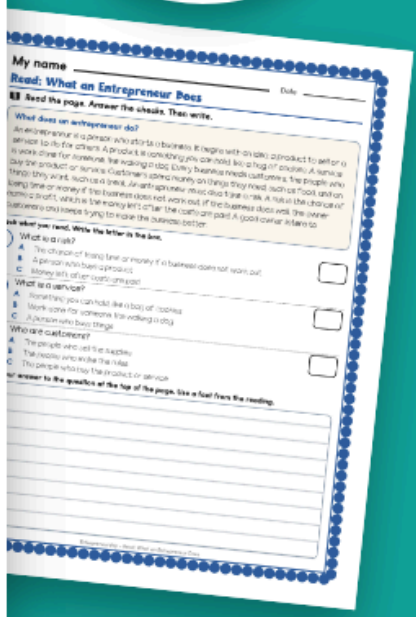
ENTREPRE-NEURSHIP

WORKSHEETS
GRADES 6-8

24 STUDENT PAGES









Bright Path Sped

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- This file is for one classroom: one teacher, one group of students.
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This is a fillable PDF

- Open it in a PDF reader (Adobe Acrobat Reader, Preview, or your browser), click into a line or a box, type, and Save As.
- The name line, every answer box, every ruled work box and every check box on the student pages are type-in fields, and so are the tracker, class grid, team note and family page. You can also print any page and write by hand.
- It works offline. No account, no subscription, no internet connection needed after you download it.

Print at 100 percent

Turn off fit to page and shrink to fit so the ruled lines stay 0.34 inch apart and the cut pieces stay the size they are drawn. Every student page is black and white inside a colored border, so it still reads when copied in black and white.

Student work

A filled-in tracker, class grid or team note carries a real student's name. Keep it in the data folder, and use a first name only on any page that leaves your hands.

Need help?

If a field will not behave or a page will not print the way you expect, use Ask a Question on the product page. Every question is read, and a fix ships as a free update.

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PREVIEW

How To Read a Page

The parts of a student page, then the page types in the order they come.

The parts of a page

- **The answer box.** A bordered box for a letter, a word, T and F or an amount. Click it to type, or print and write in it.
- **The ruled work box.** Lines 0.34 inch apart. Every writing box holds at least 3 lines; a scenario box holds 4 and a short-answer box holds 4. It types and prints.
- **The check box.** Yes or not yet, product or service: click or mark one.
- **The cut line.** Twelve pieces in a 4 by 3 grid, edge to edge: three cuts across and three down.

Page type	What it looks like	What the student does
Words and readings	2 readings, 6 checks	Read, answer three checks with a letter, then write at least 4 lines.
Word work	4 pages, 32 items	Match the words, fill in the word, decide true or false.
Sort and match	3 pages, 30 items	Cut and paste into boxes; match each business to a customer.
Scenarios	2 pages, 6 scenarios	Write what a good business owner would do in at least 4 lines.
Business planner	6 pages, the student's own idea	Write an idea, a customer, a list of costs, a price and profit, an ad and a check.
Quizzes	14 items on 2 pages	Pick the answer; then write cost, price or profit.

Untimed, unscored on the page

No student page has a timer or a score on it. The keys and the tracker are for you. The answer keys are on pages 29 to 32.

General ideas, not advice

The readings are short summaries of ideas a middle school economics unit teaches. They do not say what a state or district requires, and nothing here is tax, legal or money advice. The planner pages are practice with a made-up business.

Printing and the type-in fields

Every page prints clean in black and white. The name line, answer boxes, ruled boxes, table cells and check boxes are type-in fields in any PDF reader: click, type, save. This is a fillable PDF, not a slideshow or a word-processor file.

Open answers

Scenarios, short answers and the six planner pages are open. The keys give a sample and what to look for. Accept any answer that is true to the readings and gives a reason. Planner numbers should check with the page's own formula.

PREVIEW

My name _____ Date _____

Words to Know

Read each word and its meaning. Write your own sentence.

entrepreneur
A person who starts a business

My sentence

_____

_____

customer
A person who buys a product or a service

My sentence

_____

_____

product
Something a business makes or sells that you can hold

My sentence

_____

_____

service
Work a person does for someone else

My sentence

_____

_____

cost
The money a business spends to make something

My sentence

_____

_____

price
The money a customer pays to buy something

My sentence

_____

_____

profit
The money left after the costs are paid

My sentence

_____

_____

risk
The chance of losing time or money

My sentence

_____

_____

PREVIEW

Preview Page 1 of 1

My name _____ Date _____

Read: Costs, Price and Profit

Read the page. Answer the checks. Then write.

How do cost, price and profit work together?

Cost is the money a business spends to make its product. Price is the money a customer pays to buy it. Income is the money a business takes in from sales. Profit is what is left when the costs are paid: profit equals income minus costs. Jo is an invented student who runs a lemonade stand. Jo spends 8 dollars on lemons, 3 dollars on sugar, 4 dollars on cups and 5 dollars on ice. That is 20 dollars in costs to make 20 cups, so each cup costs 1 dollar. Jo sets the price at 2 dollars a cup. If all 20 cups sell, the income is 40 dollars, so the profit is 20 dollars. If only 14 cups sell, the income is 28 dollars and the profit is 8 dollars. A price lower than the cost of one cup would lose money on every cup.

Check what you read. Write the letter in the box.

1. What is Jo's profit if all 20 cups sell? ☐
   - **A** 20 dollars
   - **B** 40 dollars
   - **C** 8 dollars

2. What is profit? ☐
   - **A** The money a customer pays for one cup
   - **B** The money left after the costs are paid
   - **C** The money spent on lemons

3. How much income does Jo get if only 14 cups sell? ☐
   - **A** 8 dollars
   - **B** 20 dollars
   - **C** 28 dollars

Write your answer to the question at the top of the page. Use a fact from the reading.

PREVIEW

My name _____ Date _____

Fill in the Word

Pick a word from the bank. Write it in the box.

Word bank

cost	customer	entrepreneur	price	product	profit	risk	service

1. A person who starts a business is an _____.
2. A _____ buys a product or a service.
3. A bag of cookies is a _____.
4. Walking a dog for someone is a _____.
5. The money a business spends to make something is its _____.
6. The money a customer pays for one item is the _____.
7. The money left after the costs are paid is the _____.
8. The chance of losing time or money is a _____.

PREVIEW

My name _____ Date _____

True or False: Cost, Price, Profit

Read each sentence. Write T for true or F for false.

1. Cost is the money a business spends to make its product. ☐
2. Price is the money a business spends on supplies. ☐
3. Profit is the money left after the costs are paid. ☐
4. In the reading, Jo's costs are 20 dollars. ☐
5. If a business sells for less than it cost to make, it makes a profit. ☐
6. Income is the money a business takes in from sales. ☐
7. Profit is found by adding the cost and the price. ☐
8. If Jo sells all 20 cups at 2 dollars each, the income is 40 dollars. ☐

Pick one false sentence. Write it again so it is true.

PREVIEW

Preview - Bright Path Start

My name _____ Date _____

Sort: Product or Service?

Cut out the twelve pieces. Paste each one in the right box.

A Product	A Service

Cut on the dashed lines: twelve pieces, three straight cuts across and three down.

Washing cars	A handmade bracelet	A phone case	Fixing a flat tire
A bag of cookies	Raking leaves	Mowing a lawn	A pet toy
Walking a dog	A jar of lemonade	Tutoring a younger student	A bike

PREVIEW

My name _____ Date _____

Match: Business and Customer

Match each business to the customer who needs it.

1	A lawn mowing business		A People planning a party
2	A snow shoveling business		B Families who have a yard to take care of
3	A pencil and eraser stand		C Families with a younger student who wants help
4	A birthday cake business		D Neighbors with a sidewalk covered in snow
5	A bike repair business		E People whose bikes have a flat tire
6	A tutoring business		F Students shopping for school

Pick one pair. Explain why this customer needs this business.

PREVIEW

My name _____ Date _____

What Would You Do? Costs and Prices

Read each one. Write what a good business owner would do.

4 It costs 2 dollars to make one cookie. A friend says to sell each cookie for 1 dollar so more people buy.

What would a good business owner do? Why?

5 The price of cups goes up before your next day at the stand.

What would a good business owner do? Why?

6 It is noon and you have sold only 10 of your 20 muffins.

What would a good business owner do? Why?

PREVIEW

My name _____ Date _____

My Business Idea

Think of a business you could start. Write about it.

My business idea is...

It is a ☐ product ☐ service ☐ both

It helps people because...

I think it is a good idea because...

One thing I need to find out first:

PREVIEW

My name _____ Date _____

My Costs

List what you must buy. Write the cost of each.

Example (Jo, invented)	How many	Cost of one	Cost of all
lemons	1	8	8
sugar	1	3	3
cups	1	4	4
ice	1	5	5

Jo adds the last column: 8 + 3 + 4 + 5 = 20 dollars total cost.

What I must buy	How many	Cost of one (dollars)	Cost of all (dollars)

My total cost
Add up the last column.

dollars

Which cost is the biggest? How could I make it smaller?

PREVIEW

My name _____ Date _____

My Ad and Slogan

Write a slogan. Tell customers why to buy.

My business name

My slogan: a short phrase customers will remember

Draw my sign or poster

My ad: what I sell, my price, and why to buy from me

Where my customers will see my ad:

PREVIEW

My name _____ Date _____

Think It Through A

Answer each question in full sentences.

Use facts from the readings to answer.

1. What does an entrepreneur do? Use the words idea and customer in your answer.

2. Why does a business need customers?

3. What is a risk? Give one risk of starting a lemonade stand.

PREVIEW

My name _____ Date _____

Quiz 1: Pick the Answer

Read each one. Write the letter of the best answer.

1. Who is an entrepreneur?
   - **A** A person who only shops
   - **B** A person who counts money for a bank
   - **C** A person who starts a business

2. Which of these is a service?
   - **A** A jar of lemonade
   - **B** Washing cars for neighbors
   - **C** A handmade bracelet

3. A bike costs 30 dollars to make and sells for 50 dollars. What is the profit?
   - **A** 80 dollars
   - **B** 20 dollars
   - **C** 30 dollars

4. Which of these is a need?
   - **A** Food to eat
   - **B** A toy robot
   - **C** Movie tickets

5. What do customers do for a business?
   - **A** Customers set the costs
   - **B** Customers make the costs smaller
   - **C** Customers buy the product or service

6. What is one risk of starting a business?
   - **A** The chance of losing money
   - **B** A sure profit
   - **C** A lower cost

PREVIEW

Answer Key: Readings and Word Work

The reading checks, matching, fill-in and both true-or-false pages. On the matching page the letters sit beside the meanings in the order printed.

Readings: the checks pages 6, 7

#	Reading	Answer
1	A	A: The chance of losing time …
2	A	B: Work done for someone, like …
3	A	C: The people who buy the …
1	B	A: 20 dollars
2	B	B: The money left after the …
3	B	C: 28 dollars

Match the Words page 8

#	Word	Letter
1	entrepreneur	D
2	customer	G
3	product	B
4	service	F
5	cost	A
6	price	H
7	profit	C
8	risk	E

Fill in the Word page 9

#	Starts with	Word
1	A person who starts …	entrepreneur
2	A ____ buys a …	customer
3	A bag of cookies …	product
4	Walking a dog for …	service
5	The money a business …	cost
6	The money a customer …	price
7	The money left after …	profit
8	The chance of losing …	risk

True or False: The Entrepreneur page 10

#	Starts with	T or F
1	An entrepreneur is a person …	T
2	A customer is the person …	F
3	A service is work done …	T
4	Starting a business has no …	F
5	A product is something a …	T
6	Customers only buy things they …	F
7	An entrepreneur starts with an …	T
8	A good owner never listens …	F

True or False: Cost, Price, Profit page 11

#	Starts with	T or F
1	Cost is the money a …	T
2	Price is the money a …	F
3	Profit is the money left …	T
4	In the reading, Jo's costs …	T
5	If a business sells for …	F
6	Income is the money a …	T
7	Profit is found by adding …	F
8	If Jo sells all 20 …	T

PREVIEW

Answer Key: Scenarios and Find the Mistake

The 6 scenarios (pages 16, 17) and the mistake page (page 18). Samples, not the only right answers: look for a reason and thought for the customer. Dev is an invented student; accept any fix that is true to the readings.

What Would You Do?

#	Starts with	A good answer includes
1	A friend wants to sell hot …	Think about the customer. People want cold drinks on a hot day, so a good owner picks a product that fits what customers want, or waits for cold weather.
2	A customer says the bracelets you …	Listen, say thank you, and fix the problem, such as making the bracelets stronger. A good owner uses what customers say to make the product better.
3	Three other kids already sell lemonade …	Pick a different product or service, or add something that makes yours different, such as a new flavor. A good owner thinks about what customers cannot already get.
4	It costs 2 dollars to make …	A price that is lower than the cost loses money on every cookie, because profit is price minus cost. A good owner sets the price higher than the cost.
5	The price of cups goes up …	Work out the new costs, then look at the price. A good owner might find cups that cost less, or raise the price a little, and checks that profit is still more than zero.
6	It is noon and you have …	Think about why: the price, the spot, or too few people who know about the stand. A good owner might tell more people, then check the numbers at the end of the day.

Find the Mistake page 18

#	Dev wrote	The right way
1	Profit is the price plus the …	Profit is the money left after the costs are paid: income minus costs (or, for one item, price minus cost).
2	An entrepreneur takes no risk.	An entrepreneur takes a risk, because the business might lose time or money.
3	A customer is a person who …	A customer is a person who buys a product or a service.
4	A service is something you can …	A service is work done for someone else. A product is something you can hold.

Jo's lemonade stand (invented): the numbers

Step	How	Answer
Costs (page 21)	8 + 3 + 4 + 5	20 dollars total cost
Cost of one cup	20 divided by 20	1 dollar
Profit on one cup (page 22)	2 minus 1	1 dollar
Sells 20: income	2 times 20	40 dollars
Sells 20: profit	40 minus 20	20 dollars
Sells 14: income	2 times 14	28 dollars
Sells 14: profit	28 minus 20	8 dollars

The planner pages are open (pages 19 to 24)

Each student plans their own business, so there is no single right answer. Check the numbers with the page's own formula: total cost is the sum of the last column, profit on one is price minus cost of one, and profit is income minus total cost. Look for a customer who fits the product, a price higher than the cost of one, and one honest risk.

PREVIEW

Entrepreneurship Tracker

One student, every scored page. Filled example: page 37.

Student _____ Teacher _____ Month _____

Page	Page type and set	Items	Right	Date	Notes
6	Read: What an Entrepreneur Does	3			
7	Read: Costs, Price and Profit	3			
8	Match the Words	8			
9	Fill in the Word	8			
10	True or False: The Entrepreneur	8			
11	True or False: Cost, Price, Profit	8			
12	Sort: Need or Want?	12			
13	Sort: Product or Service?	12			
15	Match: Business and Customer	6			
18	Find the Mistake	4			
27	Quiz 1: Pick the Answer	6			
28	Quiz 2: Cost, Price or Profit?	8			

How to fill this in

Write how many items the student got right with no prompt, and the date. A blank means not tried yet, never wrong. There are 86 items on the 12 scored pages. Answer keys: pages 29 to 32. Filled example: page 37.

This month we are working on (your own standard or wording)

PREVIEW

Team Note

Use this page between team meetings or when a student moves classes, to hand off what changed without writing a note from scratch. Everything below is observable, with a blank for the number or the wording your team already uses.

Student _____ Team member _____ Date _____

Page type	Covered since last note (Y/N)	Items right	Still blank
Readings			
Word work			
True or false			
Sort			
Match			
Mistake, quizzes			

What I saw (observable, not a conclusion)

- Matched ___ of 6 businesses to a customer without a prompt (page 15).
- Put ___ of 12 pieces in the right box on the needs and wants sort (page 12).
- Checked profit with price minus cost on the planner (page 22): yes / no / with a reminder.
- Gave a reason for what a good business owner would do: yes / no.

Next step

- Next page or set: ___, because ___ (what you saw).
- What to try in another class or at home: ___.
- What to keep doing because it is working: ___.
- Anything for the team meeting to decide: ___ (this page records what happened, never a label or a plan).

Summary, in one or two sentences, for whoever reads this next

A filled-in line, for reference

"Sorted 9 of 12 pieces on Need or Want with no prompt on 10/1. Next step: reread the customers line in the first reading." That is the level of detail this page is built for. It matches the filled example on page 37.

PREVIEW

Riley's Tracker (Invented Student)

Riley M. is invented; nothing on this page describes a real student. The blank tracker is on page 33.

Student: Riley M. (an invented student)

Teacher: Ms. Rivera (invented)

Month: September to October

Page	Page type and set	Items	Right	Date	Notes
6	Read: What an Entrepreneur Does	3	3	9/22	-
7	Read: Costs, Price and Profit	3	-	-	-
8	Match the Words	8	8	9/24	-
9	Fill in the Word	8	-	-	-
10	True or False: The Entrepreneur	8	7	9/28	Marked the risk sentence true
11	True or False: Cost, Price, Profit	8	-	-	-
12	Sort: Need or Want?	12	9	10/1	Put a warm coat under Want
13	Sort: Product or Service?	12	-	-	-
15	Match: Business and Customer	6	5	10/6	Mixed up the tutoring and cake pairs
18	Find the Mistake	4	-	-	-
27	Quiz 1: Pick the Answer	6	5	10/10	Missed the profit item
28	Quiz 2: Cost, Price or Profit?	8	-	-	-

PREVIEW

How to read it

Riley M. has done **6 of 12** scored pages and got **37 of 43** items right with no prompt. **2** pages were all right and **4** carry a note. Every number comes from the table.

What the table points to

The lowest page is Sort: Need or Want? (9 of 12). That is where the next practice goes. The 6 pages left blank are not tried yet, never wrong.