



Introduction Lesson: None

Economic Efficiency Lesson: *Standard 1:*

- Students will understand that productive resources are limited. Therefore, people cannot have all the goods and services they want; as a result, they must choose some things and give up others.
- Students will be able to use this knowledge to identify what they gain and what they give up when making choices.

Jobs Lesson: *Standard 13:*

- Students will understand that income for most people is determined by the market value of the productive resources they sell. What a worker earns depends, primarily, on the market value of what they produce and how productive they are.
- Students will be able to use this knowledge to predict future earnings based on their current plans for education, training and career options.

Derived Demand Lesson: *Standard 3:*

- Students will understand that different methods can be used to allocate goods and services. People acting individually or collectively through government, must choose which methods to use to allocate different kinds of goods and services.
- Students will be able to use this knowledge to evaluate different methods of allocating goods and services, by comparing the benefits and costs of each method.

Protectionism Lesson: *Standard 4:*

- Students will understand that people respond predictably to positive and negative incentives.
- Students will be able to use this knowledge to identify incentives that affect people's behavior and explain how incentives affect their own behavior.