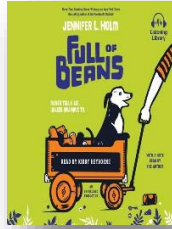


Full of Beans
by Jennifer L. Holm
[Yearling, 2018]



Beans' Decisions
Costs and Benefits

Introduction: Full of Beans by Jennifer L. Holm tells a story about Beans Curry and his many decisions during the Great Depression. In Key West, Florida, there are very few jobs. Everyone is out for himself or herself including Beans. It is hard for Beans to earn a dime, and he does not want to be “winked” out of earning his fair share by a ‘lying adult’. His first scheme does not work well, so he keeps trying. Now, he must decide to remain penniless or break a few rules to earn an income. In this lesson, we will help Beans make decisions using a cost-benefit analysis.

Time Required: One Class Period (45 minutes)

Suggested Grade Level: 3-8

Materials:

- Copies of *Activity One – Cost/Benefit Signs* for each group of two students. Copy front to back. Copy on cardstock paper or laminate for future use.
- One overhead of *Visual One – Cost/Benefit Analysis* (Job Offer). Alternative: use document camera or smart board to display.
- One copy of *Activity Two – Cost/Benefit Analysis* (Queen Dot’s Throne) for each group of two students.
- One copy of Activity Three with cards cut apart – **Cost/Benefit Cards** for each group of two students.
- One overhead of *Visual Two – Cost/Benefit Analysis* (Queen Dot’s Throne). Alternative: use document camera or smart board to display.
- One copy of Activity Four (Assessment) – Cost/Benefit Analysis for each student.

Objectives:

- The students will identify the economic concepts: Cost, Benefit, and Decision Making.
- The students will work in groups to distinguish if a statement is a cost or benefit when making a decision using a cost/benefit analysis.
- The students will use a cost/benefit analysis to make a decision.
- The students will explain their decision that was made when using a cost/benefit analysis.

C3 Framework for Social Studies State Standards

D2.Eco.1.3-5 Compare the benefits and costs of individual choices

D2.Eco.1.6-8 Explain how economic decisions affect the well-being of individuals, businesses, and society

D2.Eco.2.6-8 Evaluate alternative approaches or solutions to current economic issues in terms of benefits and costs for different groups and society as a whole

Voluntary National Content Standards in Economic (2nd edition)**Content Standard 2: Decision Making****Benchmark Grade 4:**

1. Choices involve getting more of one thing by giving up something else
2. A cost is what you give up when you decide to do something. A benefit is what satisfies your wants.

Benchmark Grade 8:

1. To determine the best level of consumption of a product, people must compare the additional benefits with the additional costs of consuming a little more or a little less.
3. As long as the marginal benefit of an activity exceeds the marginal cost, people are better off doing more of it; if the marginal cost exceeds the marginal benefit, they are better off doing less of it

Economic Terms:

Decision Making - Reaching a conclusion after considering alternatives and their results.

Choice - Decision made or course of action taken when faced with a set of alternatives.

Cost/Benefit Analysis - A process of examining the advantages (benefits) and disadvantages (costs) of each available alternative in arriving at a decision.

Opportunity Cost - The second-best alternative (or the value of that alternative) that must be given up when scarce resources are used for one purpose instead of another.

Costs - An amount that must be paid or spent to buy or obtain something. The effort, loss or sacrifice necessary to achieve or obtain something.

Benefit - Monetary or non-monetary gain received because of an action taken or a decision made.

Procedure:

1. Prepare the materials prior to class.
2. Introduce the lesson by giving a synopsis of *Full of Beans* by Jennifer L. Holm. Reading the book is not dependent on completing this lesson.
3. Inform the students that they will make decisions using a cost/benefit analysis.
4. Arrange students into groups of two.
5. Give each pair of students a cost/benefit sign (*Activity One*).
6. Tell the students that you are going to read aloud 12 statements. Students should listen carefully and decide if the statement is a cost or benefit of a decision that Beans' is trying to make.

Beans is tired of digging through the trash to find condensed milk cans to sell to Winky. When Johnny Cakes approaches him about a job offer that involves breaking the prohibition law, he must decide what to do.

7. Tell the class that today they will use a cost/benefit analysis to help Beans make his decision. Beans will go forward with taking Johnny Cakes job, if the benefits outweigh the costs. Using *Visual One*, explain the following to the class: Cost, Benefit, Cost/Benefit Analysis. Also, review: Decision Making, Choice, and Opportunity Cost.
8. Have each group of students keep score of how many cost/benefit statements they identify correctly. The group with the most correct statement wins "bragging rights".
9. Read aloud the following statements, allowing for groups to select their answer by holding up their cost/benefit card. Group answers should face towards the teacher. After each group has held up their cost/benefit card, reveal the correct answer.
 - a. Beans is tired of smelling like trash. If he took Johnny Cakes job, he would not have to dig through the trash anymore. **(Benefit)**
 - b. Beans might earn enough money to purchase a movie ticket. **(Benefit)**

- c. Beans may earn money to help his family buy food. (Benefit)
 - d. Beans may be caught and get arrested by the police. (Cost)
 - e. Beans' mother may become disappointed in her son's job choice. (Cost)
 - f. Beans may feel a sense of pride by earning an income. (Benefit)
 - g. Beans may break the bottles and lose some of his expected earnings. (Cost)
 - h. Kermit may slip and tell someone else about Beans' new venture. (Cost)
 - i. Beans may earn enough money so that his Dad can come back home from New Jersey. (Benefit)
 - j. Beans may need to babysit his baby brother for his mother and not be able to make a delivery on time for Johnny Cakes. (Cost)
 - k. Beans is tired of being 'winked out' of money by Winky. If he took Johnny Cakes job, he would not have to work for Winky again. (Benefit)
 - l. Beans could earn dollars instead of nickels and dimes. (Benefit)
10. Debrief the activity by discussing any misunderstandings the students may have related to costs and/or benefits.
 11. Introduce students to a Cost/Benefit Analysis grid by showing *Visual Two*.
 12. Fill in the Choice at the top of the grid with "*Should Beans accept Johnny Cakes job offer?*"
 13. Next, fill in the above twelve statements in the correct cost or benefit column.
 14. Discuss how a decision is made using the cost/benefit analysis grid. If the benefits outweigh the costs, then go forward with the decision. If the costs outweigh the benefits, then do not move forward with the decision.
 15. Have students make a decision based on how they ranked the statements as a cost or benefit. Have them list their decision at the bottom. In the book, Beans made the decision to accept Johnny Cakes job offer. Ask students, "Would you have made the same decision as Beans?"
 16. Discuss that in decision-making, there is no one right answer for everyone. The decision-making process is an individual process. Additionally, different people may view a statement as a cost or a benefit differently.
 17. Remaining in the same groups of two, distribute a copy of *Activity Two* and *Activity Three* to groups. Have the students work together in groups to paste the cost/benefit cards in the correct column for Beans' choice of whether or not paint the words, 'Queen Dot's Throne' on all of the outhouses in Key West. After the groups have pasted the cost/benefits cards, have them make a decision. Call on random groups to report their results to the class.

18. For an assessment, have students individually complete a cost/benefit analysis grid for the following choice: Should Bean admit his wrongdoing of setting off the fire alarms when there was no fire? Student answers will vary.

Lesson Extensions

1. Write a letter to a friend or lyrics to a song, which describes the process of making a decision using a cost/benefit analysis. Be sure to include descriptions of cost and benefits.
2. Record a public service announcement about the importance of using a decision making model such as a cost/benefit analysis.

Visual One
Cost/Benefit Analysis

Cost: A cost is what you give up when you decide to do something. Costs are the effort, loss, or sacrifice necessary to achieve or obtain something.

Benefit: A benefit is what satisfies your wants. Benefits are what is gained when an action is taken or a choice is made.

Cost/Benefit Analysis (Grid): Tool used for deciding whether or not an action should be taken by comparing its benefits and costs.



Visual Two
Cost/Benefit Analysis Grid

Choice: _____

Cost-Benefit Analysis	
COSTS (disadvantages or things you give up)	BENEFITS (advantages or positive things you gain)
Your Choice _____	

Activity One
Cost/Benefit Signs

Cost

Activity One (Cont.)
Cost/Benefit Signs

Benefit

Activity Two

Cost/Benefit Analysis Grid

Choice: Should Beans paint the words, 'Queen Dot's Throne' on all of the outhouses in Key West?

Cost-Benefit Analysis	
COSTS (disadvantages or things you give up)	BENEFITS (advantages or positive things you gain)
Your Choice _____	

Activity Three

Cost/Benefit Cards

It may embarrass Dot.	Dot may retaliate against Beans.
Dot may never know that Beans committed the act.	The owners of the outhouses may get mad.
Beans' mother may punish him for committing the act.	The other kids and adults in Key West may laugh.
Dot may realize that she has been mean to Beans over the years and stop treating him unfairly.	It would be a fun use of the pink paint.
It would be a bad example for Beans' two younger brothers.	Beans is the man of the house while his father is away. His father would be disappointed in his behavior.

Activity Four

Assessment: complete the cost/benefits analysis grid below for the given choice to be made.

Choice: Should Beans admit his wrongdoing of setting off the fire alarms when there was no fire?

Cost-Benefit Analysis	
COSTS (disadvantages or things you give up)	BENEFITS (advantages or positive things you gain)
Your Choice _____	