

GRADES
3-5

MY FIRST BUSINESS LAB™ • GRADES 3-5

My First Business Lab

Plan a pretend market stall: pick a product, add up the supplies, set a price, and decide what to do with the profit.

🕒 Two sessions, about 45 minutes each 👥 Whole class, pairs and small groups ☑️ About 10 minutes to prep

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Teacher pages

Students plan a pretend market stall for a class market day. Nothing is really bought or sold. They finish with a **Junior Business Plan** and share it with a partner.

GOAL	I can plan a small business: add up its costs, set a price, figure out my profit, and decide what to do with it.
MATH	Adding and subtracting money; multiplying by 20 and by 12.
GET READY	Print pages 3–8 for each student. Calculators optional. About 10 minutes.

Session 1 • Plan it (45 min)

1. **Warm-Up (5 min).** “If you ran a stall at our class market, what would you sell? Why would people buy it?”
2. **The Big Idea (10 min, p. 3).** Students pick a stall and describe their customers.
3. **What will it cost? (15 min, p. 4).** Using the price list, students add up the supplies for 20 customers.
4. **Set my price (15 min, p. 5).** Students choose a price and find their profit if 20 customers buy.

Session 2 • Test it and share it (45 min)

1. **Rainy day! (10 min, p. 6).** Only 12 customers come. The supplies are already bought. Students redo the math.
2. **My money plan (10 min, p. 6).** Students split their profit into save, reinvest and give.
3. **Tell the world (10 min, p. 7).** An honest sign, and one way the stall gives back.
4. **Showcase (15 min, p. 8).** Students complete the Junior Business Plan and share it with a partner.

 **Tip** The rainy day is the heart of it: costs stay the same when sales drop. Ask: “Would you change your price? Buy fewer supplies next time?”

Answer key

Supply totals and profit for 20 customers / 12 customers (rainy day) at three sample prices. Students may pick any price; check their math the same way: **price × customers – supplies**.

Stall	Supplies	at \$0.50	at \$1.00	at \$1.50
Lemonade Stall	\$6.00	\$4.00 / \$0.00	\$14.00 / \$6.00	\$24.00 / \$12.00
Cookie Stall	\$8.00	\$2.00 / -\$2.00	\$12.00 / \$4.00	\$22.00 / \$10.00
Bracelet Stall	\$5.00	\$5.00 / \$1.00	\$15.00 / \$7.00	\$25.00 / \$13.00

A negative number is a loss: at 50 cents, a cookie stall loses money even when 20 customers come. That's a great discussion.

Rubric

	Beginning	Developing	Strong
Costs	Lists some supplies	Correct supply total	Correct total and explains each cost
Price & profit	Picks a price	Correct profit for 20	Correct for 20 and 12, and says what they'd change
Money plan	Splits the profit	Split adds up	Split adds up, with a reason for each part
Honest sign	Makes a sign	Price is clear	Clear price, no claims that aren't true

Meeting every learner

NEEDS SUPPORT	Use the Lemonade Stall (round numbers) and a calculator; give the price as \$1.00.
READY FOR MORE	What price would they need so the rainy day still makes \$5? Try two prices and compare.
NO PRINTER	Put the price list on the board; students work in notebooks.

This is a pretend market. If your class runs a real sale later, follow your school's rules for handling money.

1 • The Big Idea

Name _____

Our class is holding a pretend market day. Circle the stall you will run.



Lemonade Stall

Sells one cup of lemonade
at a time



Cookie Stall

Sells one cookie at a time



Bracelet Stall

Sells one bracelet at a
time

Who are my customers? Who would want to buy this, and why?

What makes my stall special?

2 • What will it cost?

Supplies for 20 customers

This is the price list from our pretend supply store. Each list is enough for 20 customers.

Lemonade Stall



Lemons

\$3.00

enough for 20 cups



Sugar

\$1.00

one bag



Cups

\$2.00

pack of 20

Cookie Stall



Flour

\$3.00

one bag



Chocolate chips

\$3.50

one bag



Paper bags

\$1.50

pack of 20

Bracelet Stall



Beads

\$3.50

enough for 20



String

\$1.00

one spool



Price tags

\$0.50

pack of 20

My stall's supplies. Write each supply and its price, then add them up.

Supply	Price
Total supplies	

3 • Set my price

Plan for 20 customers



My price for one:

\$

If **20 customers** each buy one:

Money in (my price × 20)	\$
Minus supplies (from page 4)	– \$
My profit	\$

Try another price

What if you charged a little more, or a little less? Try two other prices.

Price for one	Money in (× 20)	Minus supplies	Profit
\$	\$	– \$	\$
\$	\$	– \$	\$

Which price will I choose, and why? Would my customers pay it?

4 • Rainy day!

Something changed

☔ It rained on market day. Only **12 customers** came. You already bought supplies for 20.

Money in (my price × 12)	\$
Minus supplies (the same as before)	– \$
My profit on a rainy day	\$

What would I do differently next time?

My money plan

Use your 20-customer profit. Split it three ways. The three parts must add up to your profit.



SAVE

for later

\$ _____



REINVEST

supplies for next time

\$ _____



GIVE

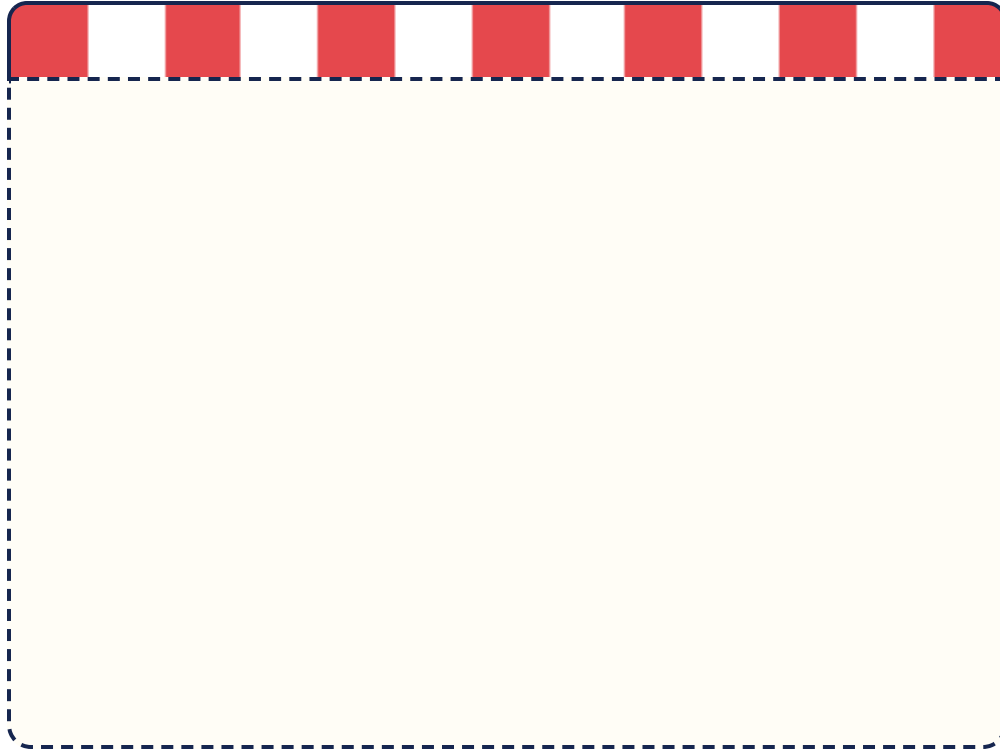
to help others

\$ _____

5 • Tell the world

Make an honest sign

Design the sign for your stall. A good sign is **clear** (what you sell and the price) and **honest** (nothing that isn't true).



Check your sign:

- ☐ It says what I sell
- ☐ It shows my price
- ☐ Everything on it is true (no “best in the world!” unless you can prove it)

6 • Give something back

How could your stall help someone? (Giving is always a choice. Nobody has to donate.)

7 • My Junior Business Plan

Share it with a partner

My stall	
My customers	
Supplies cost	\$
My price	\$
Profit with 20 customers	\$
Profit on a rainy day	\$
Save • Reinvest • Give	\$ _____ • \$ _____ • \$ _____
How my stall gives back	

The hardest choice I made was...

One thing my partner liked about my plan:
