



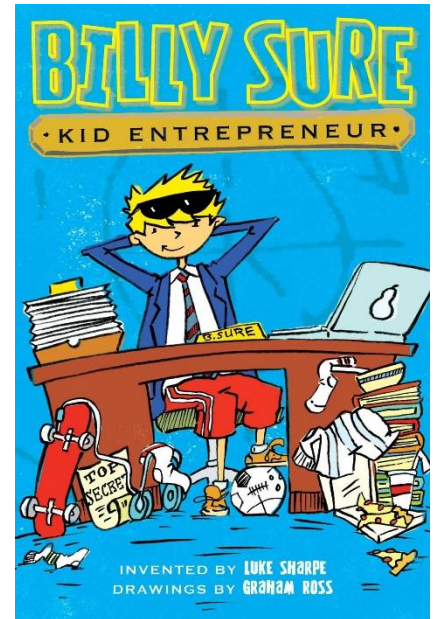
# Billy Sure Kid Entrepreneur

A Chapter-by-Chapter Teacher Guide

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Economics Arkansas

Grades 4-5

Billy Sure is a 12-year-old inventor. Manny, Billy's best friend, has a strong mind for business and helps Billy take his inventions to market as an entrepreneur.



This book introduces students to inventors, entrepreneurship, financial literacy, and the importance of investing in human capital.

## Essential Questions:

Why should everyone learn to think like an entrepreneur?

Why is it important to invest in your human capital?

Why is it important to learn to manage your money in business and personally?

## Culminating Project:

Each chapter presents many opportunities to make economic and financial literacy connections.

Culminating events might include:

***Host an Inventor Pitch Competition***

<http://simonandschusterpublishing.com/inthemiddlebooks/assets/billy-sure-activities.pdf>

**[Jay Starts a Business Project Based Learning Unit](https://apps.kansascityfed.org/resources/static/jay-starts-a-business/index.html)**

<https://apps.kansascityfed.org/resources/static/jay-starts-a-business/index.html>

**[Mensa Foundation: The Power of Invention](https://www.mensaforkids.org/teach/lesson-plans/the-power-of-invention/)**

**[From Problem to Discovery to Design](https://www.mensaforkids.org/teach/lesson-plans/the-power-of-invention/)**

<https://www.mensaforkids.org/teach/lesson-plans/the-power-of-invention/>

**[Student National Competitions for 5<sup>th</sup> Grade](http://kidinventorsday.com/contests.htm)**

<http://kidinventorsday.com/contests.htm>

**Chapter 1: Backstage at *Better Than Sleeping!***

In this chapter, we meet Billy Sure, kid entrepreneur, inventor and CEO of Sure Things, Inc. He introduces us to his family and his good friend Manny, CFO of Sure Things, Inc. Billy has been invited to appear on *Better Than Sleeping!* talk show to share about his hot selling product in the marketplace, The All Ball. This provides a wonderful introduction to the concept of human capital (*the package of talents, skills, education, experience, health, and attitudes each person has that enables them to be a productive worker.*)

Billy's human capital includes being a problem solver, critical thinker, and creative. Those skills, talents, and abilities made him a great inventor. Manny's human capital includes being good with math, having a strong business sense, and being a marketing whiz. His skills, talents, and abilities made him a great financial officer in their business.

This chapter introduces readers to inventions, inventors, and entrepreneurs. Billy says in Chapter 1 that without Manny he would have a bedroom full of inventions, dirty clothes, and candy wrappers. It

is a great time to point out that inventors do not always know how to take a product to market. An entrepreneur takes the risk to start a business. Manny is very helpful with this as he has a good sense for money and business.

**Concepts:**

business, CEO, CFO, endorsement, entrepreneur, human resource, inventor, market, marketing opportunity

**Standards:**

E.5.4.1 Examine ways human capital impacts productivity and future incomes.

E.5.4.2 Articulate ways entrepreneurs and businesses in Arkansas and in the United States organize human, natural, and capital resources to produce goods and service.

**Note:** *The fifth grade standards are written to address a historical time period. The economic concepts are easily identified through this book.*

E.5.5.2 Examine ways human, natural, and capital resources were organized to produce and deliver goods and services in pre-colonial America through the Revolutionary Period (e.g., entrepreneurs)

E.5.5.3 Evaluate the development of a free market system.

**Lessons, Videos, and Activities:**

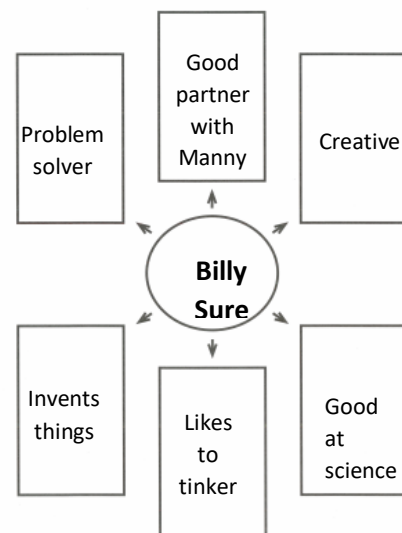
- *American Inventors for Kids: Inventors Who Changed the World*  
<https://www.youtube.com/watch?v=dYDJ3IDrfyY> (5:05)
- *ChaChing: Entrepreneur* Video (3:00)  
<https://www.youtube.com/watch?v=IJXBet--kvg>
- *Create an Invention* Activity  
<https://www.education.com/download-pdf/activity/26931/>
- *From Lemons to Lemonade* Video (5:23)  
<https://www.youtube.com/watch?v=y3gBNBtJMjw>
- *How to Be an Inventor* Digital Read aloud Book and Quizmo

[https://pbskids.org/martha/stories/truestories/inventor\\_story.html](https://pbskids.org/martha/stories/truestories/inventor_story.html)

- *How to Be an Inventor! Kid President* Video (4:59)  
<https://www.youtube.com/watch?v=75okexRzWMk>
- *Inventive Kids* Activities  
<https://inventivekids.com/>
- *Kid Inventor* Quiz  
<https://www.youtube.com/watch?v=2qdSWReaRlg>
- *The GREATEST Inventions that Were Invented by Total Accident* Video (10:32)  
<https://www.youtube.com/watch?v=9d18JKG7h-o>
- *11 Kid Inventors Break Down their Greatest Inventions* Video  
<https://www.youtube.com/watch?v=XiuU1mIFeEc> (11:30)

### Quick Assessment Activities:

- Create a list of Billy Sure and Manny's human capital. Compare and contrast how they are alike and different.
- Dustin Peeler and Carl Bourette were also on the same show with Billy. Challenge your students to identify the human capital that made them stars in their careers. (*Dustin could sing, dance, walk on his hands, and play musical instruments. Carl is athletic, an outstanding baseball player, physically fit, etc.*)
- Use <https://www.bls.gov/k12/> to have students research human capital that is required for different jobs of interest to them.
- Create a Venn diagram comparing and contrasting inventors and entrepreneurs.



- Have students create a bio cube (<http://www.readwritethink.org/classroom-resources/student-interactives/cube-30057.html> ) about a famous inventor. Visit [https://www.ducksters.com/biography/scientists/scientists\\_and\\_inventors.php](https://www.ducksters.com/biography/scientists/scientists_and_inventors.php) for ideas.
- Manny was hoping a celebrity might endorse their product. Challenge students to find examples of products being endorsed through social media, print, or television.
- Have students analyze quotes about inventions: <http://kidinventorsday.com/quotes.htm>



## **Chapter 2: Catch!**

*Better Than Sleeping!* talk show host, Chris Fernell, interviews Billy in Chapter 2. Billy explains how he and Manny started Sure Things, Inc. and began a manufacturing company to produce their product. In this chapter, readers are introduced to the small and large All Balls. Billy invented his product to solve a problem. The All Ball takes up less space because it is 5 balls in one. Billy claims that it is “the only ball you’ll ever need.”

### **Concepts:**

consumers, decision making, entrepreneur, goods, invention, market, product, problem solving

### **Standards:**

- E.4.4.2 Apply economic decision-making models when making decisions (e.g., PACED Decision Making Model)
- E.5.4.2 Articulate ways entrepreneurs and businesses in Arkansas and in the United States organize human, natural, and capital resources to produce goods and services.

- E.4.5.2 Analyze historical developments in pre-colonial America through the Revolutionary period using models of economic decision making.
- E.5.5.2 Examine ways human, natural, and capital resources were organized to produce and deliver goods and services in pre-colonial America through the Revolutionary period (e.g., entrepreneurs).

### **Lessons, Videos, Activities:**

- *18 Lesson Plans Teaching the Power of Invention* (5<sup>th</sup> Grade)  
<https://www.pbs.org/newshour/extra/lessons-plans/5-engaging-lesson-plans-celebrating-invention-and-innovation/>
- *Schoolhouse Rock: Mother Necessity* Video (2:59)  
<https://www.youtube.com/watch?v=eQMGLPKol7c>
- *United States Trademark and Patent Office* Interactive  
<https://www.uspto.gov/kids/activities.html>
- *United States Trademark and Patent Office* Activities  
<https://www.uspto.gov/>
- *Copyright Comic* Digital Comic  
[https://www.wipo.int/edocs/pubdocs/en/copyright/484/wipo\\_public\\_484.pdf](https://www.wipo.int/edocs/pubdocs/en/copyright/484/wipo_public_484.pdf)
- *Patent Facts for Kids* Activities  
<https://kids.kiddle.co/Patent>
- *iKids Activities*  
<http://inventivekids.com>

### **Quick Assessment Activities:**

- Have students illustrate and write about what they consider the best invention ever. Challenge them to be sure to explain how it solves a problem for them.
- Have students make a list of 5 of their favorite products. Under each product challenge them to identify a problem it solves for them.

- Give each student a piece of string, paperclip, and rubber band. Challenge them to create a prototype of a new product for the marketplace that solves a problem.
- Challenge students to consider a new good for the marketplace that morphs like the All Ball but with a different purpose. (ex. morphing clothes, shoes, books, boxes)
- You have been asked to create a new marketing campaign for the All-Ball. Billy is trying to find the best company to hire to represent his current product. Create a jingle, slogan or commercial to convince him he should hire you.

### **Chapter 3: Seventh Grade Begins**

Billy's first day of seventh grade is much more than he expected. Everyone greets him as a celebrity. People in the cafeteria at lunch argue whether \$1,000 would fit in his wallet. Students also ask what he does with all his money. Billy shares that he is putting it in a bank account for college. This is a good time to discuss decisions related to financial literacy and roles of banks in helping you manage money.

#### **Concepts:**

choice, decision making, money, saving, savings goals, spending

#### **Standards:**

E.4.4.2 Apply economic decision making models when making decisions.

E.6.4.2 Describe the role of financial institutions in an economy.

E.4.5.2 Analyze historical developments in pre-colonial American through the Revolutionary period using models of economic decision making.

E.6.5.2 Examine roles of early financial institutions on the economy of the United States.



## Lessons, Videos, Activities:

- *Benjamin Franklin: Highlighting the Printer* Lesson (5<sup>th</sup> Grade)  
<https://www.stlouisfed.org/education/ben-franklin-highlighting-the-printer>
- *Ella Saves Today* Online Course  
<https://www.stlouisfed.org/education/ella-saves-today-online-course-for-consumers>
- *Give Ell Credit* Online Course  
<https://www.stlouisfed.org/education/give-ell-credit-online-consumers>
- *Giving Credit* Lesson  
<https://econedlink.org/resources/giving-credit/>
- *Lawn and Order* Video  
<https://www.youtube.com/watch?v=9BD8SQUu1vc> (4:33)
- *Inventions that Changed Our World* Activities  
<http://teacher.scholastic.com/lessonrepro/lessonplans/theme/inventions.htm>
- *Percy Peacock and the Credit Crisis* Fable and Activities  
<https://www.kansascityfed.org/education/fables>
- *Rock, Brock, and the Savings Shock* Book and Activity  
<https://vcee.org/elementary-school/reading-makes-cents/2016-17-featured-books/>
- *You Can Bank on This!* 4 Lessons  
<https://econedlink.org/resources/you-can-bank-on-this-part-1/>

## Quick Assessment Activities:

- Play the Saving and Spending Game:  
<https://www.stlouisfed.org/education/saving-and-spending-game>
- Identify a savings plan and create steps to achieve the plan.

## **Chapter 4: The Office**

Manny loves money, but he rarely spends it. In fact, he spends his time collecting and reviewing sales figures. Entrepreneurs always have to



consider costs of inputs and revenue to calculate profit or loss. What a great chapter to introduce entrepreneurship! The students in your classroom may or may not become entrepreneurs, but they all need to develop critical thinking skills like entrepreneurs. Many ideas are being considered for a new product for the market such as mud pie seasoning or a candy brush. One important thing entrepreneurs must consider is whether their product is something consumers want. This is called customer discovery. If there is no demand for an item, it will be hard for an entrepreneur to recognize financial success.

### **Concepts:**

consumer, demand, economics wants, entrepreneur, market, producer

### **Standards:**

E.5.4.2 Articulate ways entrepreneurs and businesses in Arkansas and the United States organize human, natural, and capital resources to produce goods and service.

E.5.5.2 Examine ways human, natural, and capital resources were organized to produce and deliver goods and services in pre-colonial American through the Revolutionary period.

### **Lessons, Videos, Activities:**

- *Bikery* Biz Kids Video  
<https://bizkids.com/clip/profile-bikery/#videoWrapper> (1:48)
- *How to Be an Inventor?* Read aloud book  
[https://pbskids.org/martha/stories/truestories/inventor\\_story.html](https://pbskids.org/martha/stories/truestories/inventor_story.html)
- *I Can Be an Entrepreneur* Lesson  
<https://www.econedlink.org/resources/i-can-be-an-entrepreneur>
- *Kids Have Great Ideas: 6 Famous Kid Inventions* Article  
<https://www.cbc.ca/kidscbc2/the-feed/kids-have-great-ideas-6-famous-kid-inventions>

- *Mind Your Own Business* Lesson  
<https://www.kansascityfed.org/~media/files/publicat/education/teachingresources/mind-your-own-business.pdf>
- *Spotlighting Entrepreneurs: The Sweet Success of Milton Hershey* Lesson  
<https://www.econedlink.org/resources/spotlighting-entrepreneurs-the-sweet-success-of-milton-hershey/>
- *Spotlighting Entrepreneurs: A Technology iCon* Lesson  
<https://econedlink.org/resources/spotlighting-entrepreneurs-a-technology-icon/>
- *Starting Your Own Business* Lesson  
<https://www.takechargeamerica.org/wp-content/themes/tca/pdfs/teaching-resources/grade-five-starting-your-own-business.pdf>
- *Sweet Potato Pie* Lesson  
[https://www.kansascityfed.org/~media/files/publicat/education/teachingresources/sweet\\_potato\\_pie\\_lesson\\_plan.pdf](https://www.kansascityfed.org/~media/files/publicat/education/teachingresources/sweet_potato_pie_lesson_plan.pdf)
- *The Boy Who Invented TV: The Story of Philo Farnsworth* Activities  
<https://www.rif.org/literacy-central/book/boy-who-invented-tv-story-philo-farnsworth>

### Quick Assessment Activities:

- Have students conduct a consumer market survey. Challenge students to survey 5 family members/friends and ask them if they would buy a candy brush. Record their information. Share results with class.
- Use the iNPSIRE Madam C.J. Walker video and lesson:  
[https://www.economicsarkansas.org/file\\_download/inline/1df529b1-f656-4b47-835d-e54ad1d8437e](https://www.economicsarkansas.org/file_download/inline/1df529b1-f656-4b47-835d-e54ad1d8437e) . Challenge students to create a prototype of a product for the market that solves a problem.

## **Chapter 5: The Flying Phone**

Billy shares in this chapter that the first thing he considers is why people would want his product. The second thing he does when creating a product is to create a cool name. This chapter provides a great opportunity to consider student inventions that have been successful as planned and maybe some who found success by accident. Some inventors and entrepreneurs produce goods for the market (All Ball, tennis shoes, restaurants) and others provide services (movie theater, pet training service, etc.)

### **Concepts:**

consumer, demand, economic wants, goods, market, product, services

### **Standards:**

E.5.4.2 Articulate ways entrepreneurs and businesses in Arkansas and the United States organize human, natural, and capital resources to produce goods and service.

E.5.4.3 Explain effects of supply and demand on prices.

E.5.5.2 Examine ways human, natural, and capital resources were organized to produce and deliver goods and services in pre-colonial American through the Revolutionary period.

E.5.5.3 Evaluate the development of free market system.

### **Lessons, Videos, Activities:**

- *Consumers* Video and Quiz (1:01)  
<https://www.econedlink.org/resources/consumers-video-and-quiz/>
- *Demand* Video and Quiz (3:40)  
<https://www.econedlink.org/resources/demand-video-and-quiz/>
- *Economic Spotter: Inventors and Entrepreneurs in the Industrial Age* Lesson  
<https://www.econedlink.org/resources/economic-spotter-inventors-and-entrepreneurs-in-the-industrial-age/>

- *E-N-T-R-E-P-R-E-N-E-U-R* Lesson  
[https://economicsarkansasorg.presencehost.net/file\\_download/inline/5d17540c-b7df-4f77-8555-00f3ed2462f8](https://economicsarkansasorg.presencehost.net/file_download/inline/5d17540c-b7df-4f77-8555-00f3ed2462f8)
- *Entrepreneurs and Inventions* Lesson  
<https://www.kansascityfed.org/~media/files/publicat/education/teachingresources/entrepreneurs-and-inventions.pdf?la=en>
- *History of the Telephone* Video and Activity  
<https://www.atozkidsstuff.com/inventions.html>
- *Isabel's Car Wash* Lesson  
<https://www.kansascityfed.org/~media/files/publicat/education/teachingresources/isabels-car-wash.pdf>
- *Time for Cranberries* Activity can be used without book  
<https://www.kansascityfed.org/~media/files/publicat/education/teachingresources/time-for-cranberries.pdf>
- *U.S. History: Inventors and Entrepreneurs* Lesson  
<https://www.econedlink.org/resources/us-history-inventors-entrepreneurs/>

### **Quick Assessment Activities:**

- Have students do the activity outlined in *Time for Cranberries* to identify entrepreneurs.
- Challenge students to identify 3 items that are hot in the market that have cool names. Discuss if Billy is right when he said cool names are important when bringing new products to market. Have them explain.
- Have students write how their life would be different if the telephone hadn't been invented. Challenge them to find examples of innovation from the first phone to today's phones.

### **Chapter 6: The Next Big Thing**

Manny is reviewing sales figures in this chapter again, and he is impressed! He mentions they are very good in South America. This is a great introduction to trade, imports and exports.

Since so many students have ideas for great inventions, Sure Things, Inc. introduces a competition to see who can create the “next big thing” for the marketplace. Meanwhile, Billy and Manny are receiving loan requests to get their idea to market. How does an idea get to market? Often with financial support from a bank in the form of a loan or investors who like your idea. Why would someone want to give you money to start your business? It’s never too early to help students become responsible borrowers.

**Concepts:**

bank, credit, export, import, incentive, loan, market, trade



**Standards:**

E.6.4.2 Describe the role of financial institutions in an economy (e.g., banks, credit unions, investment firms).

E.7.4.1 Illustrate ways trade has led to economic interdependence between Arkansas and other states, and other countries.

E.6.5.2 Examine roles of early financial institutions on the economy of the United States.

E.7.5.1 Explain ways trade leads to increasing economic interdependence among countries.

**Lessons, Videos, Activities:**

- *Borrowing and Lending* Lesson  
<https://www.takechargeamerica.org/wp-content/themes/tca/pdfs/teaching-resources/grade-four-borrowing-and-lending.pdf>
- *Debt of a Salesman* Video  
<https://www.youtube.com/watch?v=3aKGc9-kP9U> (4:28)
- *Giving Credit* Lesson  
<https://econedlink.org/resources/giving-credit/>
- *Incentives* Video and Quiz (1:24)

<https://www.econedlink.org/resources/incentives-video-and-quiz/>

- *What are Incentives?* Lesson  
<https://econedlink.org/resources/what-are-incentives/>
- *One Hen: How One Small Loan Made a Big Difference* Lesson  
<https://econedlink.org/resources/one-hen-how-one-small-loan-made-a-big-difference/>
- *Trading Circles* Lesson  
[https://www.stlouisfed.org/~media/Education/Curriculum/pdf/yen to trade lesson 6.pdf?la=en](https://www.stlouisfed.org/~media/Education/Curriculum/pdf/yen%20to%20trade%20lesson%206.pdf?la=en)
- *Trading Hurdles* Lesson  
[https://www.stlouisfed.org/~media/Education/Curriculum/pdf/yen to trade lesson 7.pdf?la=en](https://www.stlouisfed.org/~media/Education/Curriculum/pdf/yen%20to%20trade%20lesson%207.pdf?la=en)
- *Where in the World Were These Goods Produced?* Lesson  
[https://economicsarkansasorg.presencehost.net/file\\_download/inline/5d17540c-b7df-4f77-8555-00f3ed2462f8https://economicsarkansasorg.presencehost.net/file\\_download/inline/5d17540c-b7df-4f77-8555-00f3ed2462f8](https://economicsarkansasorg.presencehost.net/file_download/inline/5d17540c-b7df-4f77-8555-00f3ed2462f8https://economicsarkansasorg.presencehost.net/file_download/inline/5d17540c-b7df-4f77-8555-00f3ed2462f8)

### **Quick Assessment Activities:**

- Invite a banker via a virtual visit. Have them share how and why people apply for loans and why they allow people to borrow money.
- So many students have ideas for “the next best thing.” If Billy asked your advice, which would you choose to attempt to create? (The PBJ Knife, All-Shoes, Flying Skateboard, Singer Device, or would you pitch your very own idea?) What would it look like? Create a prototype.
- Manny mentioned that people in South America were buying the All Ball. People trade for goods all around the world. Have students examine where their shoes or t-shirts were made. Point out on a world map where items are made. Trade makes buyer and seller happier as a result of the exchange.
- Use *Where in the World Were These Goods Produced?* Lesson.

Challenge students to identify products we consume in the global marketplace. Map the products on a world map.

### **Chapter 7: Motor Beds and Super Sleds**

From the start it's been evident Emily and Billy Sure sometimes don't get along. In this chapter, Billy finds a job for Emily. As the chapter begins, Manny and Billy are previewing countless videos competing for the "next big thing!" and quickly realize they don't have enough time to watch them all. That's where Emily comes in. Billy offers to pay her for previewing the videos and sending her comments to them. Turns out she is very productive and much faster in her grading system and provides a very valuable service to Sure Things, Inc.

**Concepts:** competition, specialization, interdependence, productivity, income, goods, services

#### **Standards:**

- E.5.4.2 Articulate ways entrepreneurs and businesses in Arkansas and the United States organize human, natural, and capital resources to produce goods and service.
- E.5.4.3 Explain effects of supply and demand on prices.
- E.7.4.2 Explain effects of increasing economic interdependence on different regions of the United States.
  
- E.5.5.2 Examine ways human, natural, and capital resources were organized to produce and deliver goods and services in pre-colonial American through the Revolutionary period.
- E.5.5.3 Evaluate the development of free market system.

#### **Lessons, Videos, Activities:**

- *Isabel's Car Wash* Lesson  
<https://www.stlouisfed.org/education/isabels-car-wash>
- *It Takes Two* Video  
<https://www.youtube.com/watch?v=ftyaepZIGwk> (3:25)

- *Outstanding Kid Inventors* Video (6:00)  
<https://www.ellentube.com/video/outstanding-kid-inventors.html>
- *Project Kool* Biz Kids Video (1:36)  
<https://bizkids.com/clip/profile-project-kool/#videoWrapper>
- *Widget Production: Producing More, Using Less* Lesson  
<https://www.econedlink.org/resources/widget-production-producing-more-using-less/>
- *Zollipops* Biz Kids Video  
<https://bizkids.com/clip/zollipops/#videoWrapper> (2:10)

### Quick Assessment Activities:

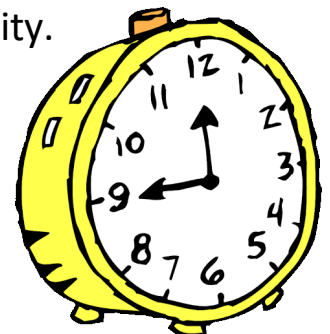
- Challenge students to write a paragraph explaining which specialist in this chapter they are most like (Billy, Emily, or Manny) and explain why.
- Challenge students to explain why specialization improves productivity in a business. Are there any possible problems that could identify with specialization? Have them defend their response.

### Chapter 8: The Inventor Who Became a Zombie

This chapter presents pressure as Billy is experiencing a scarcity of time as he works to create a successful prototype of the Sibling Silencer. Scarcity occurs when there is less of something than is desired. In this case, there is not enough time to get his product ready for market. Manny is investigating new markets both in the United States and around the globe. In this chapter, Billy shares with Manny that he didn't really create the All Ball. Billy considers his scarcity of time and makes solving the blueprint mystery as the most important priority.

### Concepts:

choice, decision making, opportunity cost, scarcity





## Standards:

- E.4.4.1 Compare examples of scarcity from different regions in the state and nation.
- E.4.4.2 Apply economic decision making models when making decisions (e.g., PACED Decision Making Model).
- E.4.5.1 Explain ways trade-offs have allowed societies to get the most out of scarce resources.
- E.4.5.2 Analyze historical developments in pre-colonial America through the Revolutionary period using models of economic decision making.

## Lessons, Videos, Activities:

- *Cancel My Reputation* Video  
<https://www.youtube.com/watch?v=pV9Hf01EETE> (4:11)
- *Decision Making* Video and Quiz  
<https://econedlink.org/resources/decision-making-cost-benefit-analysis-video-and-quiz/>
- *Need Help as You Decide? Use the PACED Decision Making Guide* Lesson  
[https://economicsarkansasorg.presencehost.net/file\\_download/inline/c9e54b09-67ac-408e-955b-16982ec5948a](https://economicsarkansasorg.presencehost.net/file_download/inline/c9e54b09-67ac-408e-955b-16982ec5948a)
- *The Marvelous Thing that Came from a Spring* Curriculum Guide  
<https://www.simonandschuster.com/books/The-Marvelous-Thing-That-Came-from-a-Spring/Gilbert-Ford/9781481450652>
- *What Color is My World?: The Lost History of African-American Inventors* Activities  
<https://www.rif.org/literacy-central/book/what-color-my-world-lost-history-african-american-inventors>

## Quick Assessment Activities:

- Use the decision making tree or the PACED decision making guide with a scenario mentioned in one of the lessons.

- Challenge students to find an example of an invention that was created by accident or mistake.

### **Chapter 9: Manny with a Plan**

Manny is using decision making strategies to solve the blueprint mystery. Just like Billy who has to solve problems when he is creating his new invention, so he must employ decision making skills. They consider several alternatives for capturing the antithief. One option is to hang a cage in the room to trap the antithief. Another alternative is a bell. After considering the costs and benefits of each, they decide the alarm is the best trap.

#### **Concepts:**

alternatives, benefits, consumer, costs, decision

#### **Standards:**

- E.4.4.1 Compare examples of scarcity from different regions in the state and nation.
- E.4.4.2 Apply economic decision making models when making decisions (e.g., PACED Decision Making Model).
- E.4.5.1 Explain ways trade-offs have allowed societies to get the most out of scarce resources.
- E.4.5.2 Analyze historical developments in pre-colonial America through the Revolutionary period using models of economic decision making.

#### **Lessons, Videos, Activities:**

- *How to Make Blueprints* Activity  
<https://www.edutopia.org/build-sf-lesson-blueprints>
- *How to Make Blueprints for Kids* Activity  
<https://sciencing.com/make-blueprint-kids-6621832.html>
- *Learn, Baby, Learn* Video (3:56)  
<https://www.youtube.com/watch?v=J0mOcLil0Mg>

- *Meet 'Shark Tank' Kid Entrepreneurs Mikaila Ulmer and Mo Bridges* Video (7:01)  
<https://abcnews.go.com/2020/video/meet-shark-tank-kid-entrepreneurs-mikaila-ulmer-mo-45727329>
- *Sam Walton- Disrupting an Industry* Video and Lesson  
[https://www.economicsarkansas.org/file\\_download/inline/122695d6-e63b-44e8-a5c4-63d7da35d1ee](https://www.economicsarkansas.org/file_download/inline/122695d6-e63b-44e8-a5c4-63d7da35d1ee)

### **Quick Assessment Activities:**

- Have students decide which trap they think would be best for catching the antithief. Allow them to cast their vote.
- Design a trap to catch the antithief.

### **Chapter 10: An Antithief in the Night**

The alarm goes off, and the blueprints appear for the Sibling Silencer. The designs are perfect to start production! Billy spends much of this chapter considering if his dad, Emily, Mom, or Philo actually dropped the blueprints on his desk. Manny calls telling him to come to the office quickly. This is a great section to help students understand the importance of blueprints in creating a prototype for the market. Although Billy's plans are always top secret, we can identify a few of the productive resources. The blueprint is a capital resource. The machines to produce his products are also capital resources. Manny, Billy, Emily, and the factory workers are human resources. Natural resources are the gifts of nature used in the production of goods and services.

### **Concepts:**

blueprint, market, productive resources, prototype

### **Standards:**

E.5.4.2 Articulate ways entrepreneurs and businesses in Arkansas and the United States organize human, natural, and capital resources to produce goods and services.

E.5.4.3 Explain effects of supply and demand on prices.

E.5.5.2 Examine ways human, natural, and capital resources were organized to produce and deliver goods and services in pre-colonial America through the Revolutionary period.

E.5.5.3 Evaluate the development of a free market system.

### **Lessons, Videos, Activities:**

- *Architect Blueprint Song* Video (1:20)  
<https://www.youtube.com/watch?v=3UYwp-gMCQU>
- *Bobby's Blueprints* Activity (2<sup>nd</sup> grade)  
<https://www.education.com/slideshow/bobbys-blueprints/>
- *Jelly Belly Candy Factory* Video (7:44)  
<https://www.youtube.com/watch?v=h3eqMnrgd2s>
- *The Inventor's Secret: What Thomas Edison Told Henry Ford*  
Lesson  
<https://www.kansascityfed.org/education/resources/the%20inventors%20secret>
- *10 Amazing Inventions by Kids You Didn't Know* Video  
<https://www.youtube.com/watch?v=PWa7xAhM9uU>
- *15 Accidental Inventions You Can't Imagine Your World Without*  
Video  
<https://www.youtube.com/watch?v=qO1brxn1rNs> (11:39)

### **Quick Assessment Activities:**

- Challenge students to create a prototype for a new item for the market (a new type of shoe, a new toy or game, a new piece of sporting equipment).
- Have students design a blueprint of their bedroom or the classroom. Encourage them to identify challenges with creating a blueprint. Ask them to respond to why a blueprint is vital to an inventor.
- Review the Rotary 4 Way Test. Cite examples of each question through the book.

## **Chapter 11: The Antithief Revealed**

Manny outsmarts Billy by setting up a video camera. The video revealed that Billy was the blueprint master. Billy was surprised to learn that he sleep invents. Billy contacts Abby to share the good news of the Sibling Silencer being one step closer to production. Billy spends this chapter in research as he tries out his latest design on Emily. Manny locates a manufacturer who guarantees his product will be ready for Billy's next talk show appearance. This is a great time to look at target markets. Manny wouldn't want this product because he has no siblings, but the two talk show hosts love the products as they both have siblings.

### **Concepts:**

decision, economic wants, markets

### **Standards:**

E.5.4.2 Articulate ways entrepreneurs and businesses in Arkansas and the United States organize human, natural, and capital resources to produce goods and services.

E.5.4.3 Explain effects of supply and demand on prices.

E.5.5.2 Examine ways human, natural, and capital resources were organized to produce and deliver goods and services in pre-colonial American through the Revolutionary period.

E.5.5.3 Evaluate the development of a free market system.

### **Lessons, Videos, Activities:**

- *All in Business* Lesson  
<https://www.econedlink.org/resources/all-in-business/>
- *Characteristics of an Entrepreneur* Activity  
<https://www.frbatlanta.org/education/lessons/bell-ringer/characteristics-of-the-entrepreneur-four-corners-activity>
- *Not Your Grandma's Lemonade Stand* Lesson and Game

<https://www.econedlink.org/resources/not-your-grandmas-lemonade-stand/>

- *Shark Tank Your Life: Kid-Preneur Edition* Video (5:57)  
<https://www.youtube.com/watch?v=XKXe41X-Pc>
- *What's Your Angle?* Lesson  
<https://www.econedlink.org/resources/whats-your-angle/>

### **Quick Assessment Activities:**

- Have students share whether they would want a Sibling Silencer and explain their answer. Is there a way to improve on this product that might increase the market demand? Explain.
- List the following items on the board: baby bottle, basketball, cookbook, thermometer, mask, video game, and computer. Have them justify the target market(s) for each item. Challenge them to identify more items to share in class.

### **Chapter 12: Success!**

Sales figures skyrocket for the Sibling Silencer. Billy and Manny will have to consider what the next “big thing” for the market will be. In the meantime, a mysterious email from Billy’s mom leaves Billy trying to solve another mystery.

### **Concepts:**

Review all concepts throughout the story.

### **Standards:**

Review all standards.

### **Quick Assessment Activities:**

- Create the next best invention for Billy to consider. Make a prototype. Name your product. Create a video to submit to Sure Things, Inc.
- Give students one of the following sentence stems:  
One thing I learned from the book is \_\_\_\_\_.

My favorite part of the book was \_\_\_\_\_.

- Implement one of the culminating events suggested at the beginning of the guide.