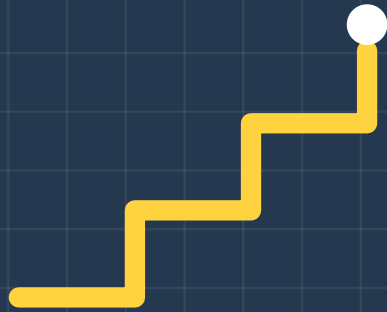




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GRADE 6

FREE SAMPLE WORKBOOK

Entrepreneurship & Business Thinking Grade 6

One step at a time. · Ages 11–12 · Free sample: 1 of 7 topics

UO-BIZ-6

One step at a time

I'm Dr. Evan J. Hasson. I've run a specific chiropractic practice for over twelve years, and I'm a dad of three. My work is about alignment: get the structure right, and everything else works better.

At home, nothing was aligned. I was spending thousands a month on tutors, extracurriculars and programs, and when I asked about enrolling a second or third child the answer was always the same: that'll be double, that'll be triple. The charter school had a waiting list. The good public school had a waiting list. The private schools had the kind of list where it helps to know someone, or to give generously first.

And underneath all of it, the same quiet threat: if you don't pay for this, your child will fall behind. Not sold with evidence. Sold with fear.

So I did my own research, and here is what I found: none of it is secret. The standards are published. The order a child should learn in is written down and freely available. It is just scattered. Nobody had done the work of pulling it together, putting it in order and handing it over. So I did.

When every step has its place, confusion has nowhere to hide.

I built this for my own kids. I'm giving it to yours.

Dr. Evan J. Hasson, DC

Founder and dad of three

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No guaranteed results, and mistakes happen. Every student learns differently. We write and review every question and answer key carefully, and we still get things wrong — an answer key can be wrong, and a question can be worded badly or have two defensible answers. Check the answer key before you hand it over, and trust your own judgement over ours. Found a problem? **Photograph the page and email it to support@uponlylearning.com** — the picture tells us more than a description, and we fix it for every family.

Safety. Some activities use household items such as scissors, coins or food. An adult should supervise and skip anything unsafe for the student.

Not professional advice. This workbook does not replace an evaluation by a qualified educator or specialist. The founder is a Doctor of Chiropractic; UpOnly Learning does not provide medical or health advice.

Full terms: uponlylearning.com/legal

How to use this workbook

Each topic follows the same steps, so your student always knows what comes next.

1. ① **Quick Check.** 10 questions before you teach. Read them aloud for younger students. A high score means you can move faster.
2. ② **Learn It.** Key words, step-by-step teaching with lines you can read aloud, worked examples and the mistakes to watch for.
3. ③ **We Do It Together.** 10 questions you do side by side. The answer and the "why" are printed right after each question, so you can talk it through.
4. ④ **You Try.** 10 questions your student does alone.

Answers with short explanations for every question are in the **Answer Key** at the end of each topic, so students can work without peeking. Go over each wrong answer together using the explanation.

This workbook is printed in full color. To save ink, choose "Black and white" or "Grayscale" in your printer settings; every page still works in black and white.

Want online checks that score themselves and track each student's progress? Visit uponlylearning.com.



How to use this Entrepreneurship & Business Thinking book in Grade 6

Pace

Plan on 1 to 2 weeks for each of the 7 topics, about 7 to 14 weeks for the book, in 2 to 4 sessions a week.

A typical session

A 40 to 45 minute session runs Quick Check, Learn It, We Do It Together, and a block of You Try questions, with Show What You Know saved for its own day at the end of the topic.

Tips for this book

- Keep a calculator nearby for Fixed and variable costs and profit margin and A business budget: planned and actual.
- Writing a one-page business plan and Customer surveys and reading the results work best with a real idea; ask 8 to 10 family members or friends to answer a short survey.
- Marketing and the four Ps is a good time to look at real ads together and talk about product, price, place, and promotion.
- Encourage your student to check their own work with the answer key and write one sentence about any mistake they fix.

Your sixth grader is learning how a small business works, and your interest in their ideas helps them see that numbers and creativity go together.

GRADE 6

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Entrepreneurship & Business Thinking: Grade 6

Free Sample Workbook · Ages 11–12 · 1 of 7 topics, with a Quick Check, a lesson, We Do It Together, You Try and an answer key

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Describe a business on one page and use the numbers to test whether a profit goal is realistic CEE Standard 14

Quick Check 7 · Learn It 8 · We Do It Together 10 · You Try 12 · Answer Key 13



Writing a one-page business plan

The student will write a one-page business plan that names the problem, the customer, the product, the price, the costs and a profit goal, and use it to find how many sales are needed to reach the goal.

① Quick Check

Do this before the lesson. It shows what your student already knows. Score: ____ / 10

1. A dog walker charges \$8 and spends \$1 per walk on supplies. What is the profit per walk?
A \$9 **B** \$6 **C** \$8 **D** \$7
2. Which statement about a business plan is true?
A Even a lemonade stand is easier with a plan **B** A plan should never include any numbers at all
C A plan must run at least ten pages to be useful
3. Which item is a service a student could sell?
A Selling a loaf of bread at the market **B** Walking a neighbor's dog **C** Buying a roll of tape for the stand
4. A student wants \$60 of profit. Profit per sale is \$6. How many sales are needed?
A 20 sales **B** 54 sales **C** 360 sales **D** 10 sales
5. Two sellers both have \$30 startup. Seller X profit is \$5 per sale. Seller Y profit is \$6 per sale. Who breaks even first?
A Seller Y, at 6 sales **B** They break even together **C** Seller X, at 5 sales **D** Seller Y, at 5 sales
6. A tutor charges \$15 and spends \$3 per session on materials. How many sessions give a \$120 profit goal?
A 6 sessions **B** 40 sessions **C** 10 sessions
7. A seller wants to earn \$50 after startup costs of \$30. How much profit from sales is needed?
A \$30 **B** \$20 **C** \$50 **D** \$80
8. A plan estimates 6 customers a week at \$14 each. What is the weekly income?
A \$98 **B** \$84 **C** \$72 **D** \$20
9. Two sellers each earn \$48 profit. Seller R sold 8 items; Seller S sold 12 items. What can you conclude?
A R earned \$48 per item **B** R earned \$6 profit per item and S earned \$4
C R earned \$4 per item and S earned \$6 **D** They earned the same per item
10. A plan expects 12 customers a week at \$9, supplies \$2 each, and \$63 startup. How many weeks to break even?
A 0 weeks, because there is no weekly profit **B** 1 week, because weekly profit is $12 \times 7 = 84$
C 2 weeks, because weekly profit is only \$63

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② Learn It

Key words

- **business plan:** A short written description of what a business will sell, to whom, and how it will make money
- **target customer:** The specific group of people a business most wants to serve
- **startup cost:** Money spent once, before the first sale, to get a business ready
- **variable cost:** A cost that grows with each item made, such as supplies
- **profit goal:** The amount of profit a business aims to earn in a set time
- **break-even:** The point where income equals costs, with no profit and no loss

Warm-up

1. Ask: if you wanted to walk dogs for neighbors, what would you need to decide before starting?
2. Collect ideas on paper: who to ask, what to charge, what supplies are needed, how many dogs you could handle.

A plan turns a good idea into steps you can check. Today you write a one-page plan and test whether the numbers work.

Teach

1. Explain that a business plan answers six questions: What problem do I solve? Who is my target customer? What do I sell? What price will I charge? What will it cost? What is my goal?
2. Stress that a target customer is specific. 'Everyone' is not a customer. 'Neighbors on my street who work all day and own dogs' is.
3. Model a dog-walking plan: price \$8 per walk, supplies of \$1 per walk for bags and treats, startup cost of \$30 for a leash set and flyers.
4. Find profit per walk: $\$8 - \$1 = \$7$.
5. Find break-even: the startup cost of \$30 divided by \$7 profit per walk is 4.3, so the business needs 5 walks before it earns any real profit (4 walks give \$28, still short of \$30).
6. Set a profit goal: to earn \$70 profit after paying back the startup cost, it needs \$100 of profit from walks, so $\$100 \div \$7$ is 14.3, which rounds up to 15 walks.
7. Explain that a plan is a prediction. Writing the numbers down lets you notice early if the goal is unrealistic, for example 15 walks in one week for one person.

Every number in a plan should connect to a decision: what to charge, what to buy and how much to sell.

Guided practice

1. Fold a page into six boxes and title them: Problem, Customer, Product, Price, Costs, Goal.
2. Together fill in the boxes for a pretend lawn-mowing business: price \$10 per lawn, \$2 fuel per lawn, startup cost of \$40 for a used rake and flyers.
3. Find profit per lawn (\$8), the break-even number of lawns (5), and the number of lawns needed to earn a \$120 profit goal after startup costs ($\$160 \div \$8 = 20$).

Which box is hardest to fill in? What would you need to find out to fill it in better?

Worked examples

A dog-walking business has startup costs of \$30, charges \$8 per walk and spends \$1 per walk on supplies. How many walks does it need to break even?

5 walks. Profit per walk is $\$8 - \$1 = \$7$. After 4 walks the profit is \$28, which is less than \$30. After 5 walks it is \$35, which covers the startup cost.

The same business wants \$70 of profit after paying back its startup cost. How many walks must it do?

15 walks. Total profit needed from walks is $\$30 + \$70 = \$100$. $\$100 \div \$7$ is about 14.3, so round up to 15 walks.

Watch for these mistakes

Mistake: A business plan is only for big companies.

Fix: Any business, even a lemonade stand, is easier to run with a plan. A plan on one page is enough to start.

Mistake: If I sell one item, I have made my profit, because the price is bigger than the supply cost.

Fix: Profit per item first has to pay back the startup cost. Until then the business is still below break-even.

③ We Do It Together: 10 questions

Do these side by side. Read each question together, let your student answer, then read the answer and the "why" right below it and talk it through.

1. Which is not part of a business plan's six questions?

- A** What is my goal for profit? **B** What is my favorite game? **C** Who is my target customer?
D What price will I charge?

Answer: **B** What is my favorite game?

Why: The six questions focus on the business.

2. Which is one of the six questions a business plan answers?

- A** What will it cost? **B** Which color do I like best? **C** What is the weather today?

Answer: **A** What will it cost?

Why: The six are problem, customer, product, price, cost and goal.

3. Which sentence is a profit goal?

- A** I like walking dogs after school each day **B** My leash was a gift from my aunt last year
C Dogs need exercise every day of the week **D** I want to earn \$50 of profit in one month

Answer: **D** I want to earn \$50 of profit in one month

Why: A goal names an amount of profit and a time.

4. Marco earns \$12 profit per job and does 3 jobs in a week. How much profit is that?

- A** \$24 **B** \$48 **C** \$15 **D** \$36

Answer: **D** \$36

Why: $12 \times 3 = 36$.

5. A tutor has \$25 of startup costs and earns \$12 profit per session. After 2 sessions, how much is still owed?

- A** \$13 **B** \$24 **C** \$1

Answer: **C** \$1

Why: $2 \times 12 = 24$, so $25 - 24 = 1$ is still owed.

6. A student writes a goal of 'make money'. What would improve the goal?

- A** Remove the numbers so the goal is more flexible **B** Add a second business so the money doubles
C Make the goal shorter so it is easier to read **D** Name an amount and a time, such as \$50 a month

Answer: **D** Name an amount and a time, such as \$50 a month

Why: A goal should be measurable so the plan can be checked.

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7. A baker has \$40 startup, \$5 price and \$2 ingredients per loaf. How many loaves reach break-even?

- A 13 loaves B 14 loaves C 20 loaves

Answer: B 14 loaves

Why: Profit per loaf is 3. $40 / 3$ is about 13.3, so 14 loaves.

8. A plan wants \$70 of profit after repaying a \$30 startup cost. How much profit from sales is needed?

- A \$100 B \$2,100 C \$70 D \$40

Answer: A \$100

Why: The sales must cover the startup cost and the goal: $30 + 70 = 100$.

9. A seller must choose between a \$15 hand-painted sign that adds 3 sales at \$6 profit, or \$15 flyers that add 4 sales at \$6 profit. Which leaves more profit after paying for itself?

- A Neither pays for itself in any number of weeks B Both earn exactly the same amount of profit
C The sign, since 3 sales earn \$18 and cover \$15 D The flyers, since 4 sales earn \$24 against \$18

Answer: D The flyers, since 4 sales earn \$24 against \$18

Why: Flyers earn 24, the sign 18. Both exceed 15, but flyers earn more.

10. A plan with price \$12 and supplies \$4 has startup \$64. The owner says 8 sales break even. Is this right?

- A No, $64 / 4$ is the right way to find it B Yes, but only if 12 sales are made C Yes, because $64 / 8 = 8$ sales
D No, $64 / 12$ is the right way to find it

Answer: C Yes, because $64 / 8 = 8$ sales

Why: Profit per sale is 8, and $64 / 8 = 8$.

④ You Try: 10 questions

Now your student works alone. Check answers in the Answer Key at the end of this topic. Score: ____ / 10

1. A dog walker makes \$7 profit per walk. How much profit is 3 walks?
A \$21 **B** \$28 **C** \$24
2. What is the best reason to write numbers in a plan?
A To make the plan look longer and more serious **B** To notice early if a goal is unrealistic
C To make sure that customers want to read the plan
3. A plan lists a \$30 leash set and flyers. What kind of cost is this?
A Price **B** Profit **C** Startup cost **D** Variable cost
4. If a student raises the price from \$8 to \$10 and supplies stay \$1, what is the new profit per sale?
A \$9 **B** \$11 **C** \$7 **D** \$10
5. A dog-walking business has \$30 startup costs and \$7 profit per walk. How many walks are needed to break even?
A 8 walks **B** 4 walks **C** 23 walks **D** 5 walks
6. A plan has \$40 of startup costs. The business earns \$15 profit per job. How many jobs break even?
A 8 jobs **B** 3 jobs **C** 25 jobs **D** 2 jobs
7. A plan expects 6 customers a week at \$14 each. Supplies for these customers cost \$18. What is the weekly profit before startup costs?
A \$18 **B** \$84 **C** \$102 **D** \$66
8. How many extra sales would the sign need to pay for itself?
A 8 extra sales **B** 9 extra sales **C** 45 extra sales **D** 6 extra sales
9. A seller has \$60 startup costs and \$5 profit per item. He plans to sell 10 items in the first week. Is he likely to break even?
A No, 10 items earn \$50, which is \$10 short **B** Yes, startup costs do not matter to break-even
C No, 10 items earn \$100, which is \$40 over **D** Yes, 10 items earn \$60, which covers the cost
10. A student's goal is \$90 of profit. Profit per item is \$6. Items must be made in batches of 4. How many items?
A 16 items **B** 14 items **C** 90 items

Writing a one-page business plan: Answers and explanations

① Quick Check

1. A dog walker charges \$8 and spends \$1 per walk on supplies. What is the profit per walk?
D \$7
 $8 - 1 = 7$ dollars of profit on each walk.
2. Which statement about a business plan is true?
A Even a lemonade stand is easier with a plan
A one-page plan is enough to start any business.
3. Which item is a service a student could sell?
B Walking a neighbor's dog
A service is work done for a customer, like walking a dog.
4. A student wants \$60 of profit. Profit per sale is \$6. How many sales are needed?
D 10 sales
 $60 / 6 = 10$ sales.
5. Two sellers both have \$30 startup. Seller X profit is \$5 per sale. Seller Y profit is \$6 per sale. Who breaks even first?
D Seller Y, at 5 sales
X needs $30 / 5 = 6$ sales. Y needs $30 / 6 = 5$.
6. A tutor charges \$15 and spends \$3 per session on materials. How many sessions give a \$120 profit goal?
C 10 sessions
Profit per session is 12, and $120 / 12 = 10$.
7. A seller wants to earn \$50 after startup costs of \$30. How much profit from sales is needed?
D \$80
The sales must cover \$30 and the goal of \$50, so \$80.
8. A plan estimates 6 customers a week at \$14 each. What is the weekly income?
B \$84
 $6 \times 14 = 84$.
9. Two sellers each earn \$48 profit. Seller R sold 8 items; Seller S sold 12 items. What can you conclude?
B R earned \$6 profit per item and S earned \$4
 $48 / 8 = 6$ and $48 / 12 = 4$.
10. A plan expects 12 customers a week at \$9, supplies \$2 each, and \$63 startup. How many weeks to break even?
B 1 week, because weekly profit is $12 \times 7 = 84$
Weekly profit is $12 \times 7 = 84$, which already covers \$63.

④ You Try

1. A dog walker makes \$7 profit per walk. How much profit is 3 walks?
A \$21
 $7 \times 3 = 21$.

2. What is the best reason to write numbers in a plan?

B To notice early if a goal is unrealistic

A plan is a prediction. The numbers let you check if it can work.

3. A plan lists a \$30 leash set and flyers. What kind of cost is this?

C Startup cost

These are bought once, before the first sale.

4. If a student raises the price from \$8 to \$10 and supplies stay \$1, what is the new profit per sale?

A \$9

$10 - 1 = 9$.

5. A dog-walking business has \$30 startup costs and \$7 profit per walk. How many walks are needed to break even?

D 5 walks

$30 / 7$ is about 4.3, and 4 walks give only \$28, so 5 walks are needed.

6. A plan has \$40 of startup costs. The business earns \$15 profit per job. How many jobs break even?

B 3 jobs

$40 / 15$ is about 2.7, so 3 jobs.

7. A plan expects 6 customers a week at \$14 each. Supplies for these customers cost \$18. What is the weekly profit before startup costs?

D \$66

$84 - 18 = 66$.

8. How many extra sales would the sign need to pay for itself?

B 9 extra sales

$45 / 5 = 9$.

9. A seller has \$60 startup costs and \$5 profit per item. He plans to sell 10 items in the first week. Is he likely to break even?

A No, 10 items earn \$50, which is \$10 short

$10 \times 5 = 50$ and $60 - 50 = 10$.

10. A student's goal is \$90 of profit. Profit per item is \$6. Items must be made in batches of 4. How many items?

A 16 items

$90 / 6 = 15$, and batches of 4 mean rounding up to 16.

Keep going with the full Entrepreneurship & Business Thinking workbook

You just tried one topic. The full Grade 6 workbook has every topic below, each with a Quick Check, a lesson, We Do It Together, up to 90 You Try questions, Show What You Know and a full answer key.

1. Writing a one-page business plan	CEE Standard 14
2. Customer surveys and reading the results	CEE Standard 14
3. Why prices move: supply and demand	D2.Eco.7.6-8
4. Fixed and variable costs and profit margin	CEE Standard 14
5. A business budget: planned and actual	CEE Standard 1
6. Marketing and the four Ps	CEE Standard 14
7. Teams and leadership	CEE Standard 6

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