Money

A Scripted Teacher's Classroom Guide

Part Six. A Small Business

by Evan Millner
Abecedaria Press · Universitas Scholarium

One classroom book for the teacher. No textbooks for the pupils.
This is the teacher's book. The teacher needs only this one copy. The pupils do not need a textbook.

You need: this book, a blackboard and chalk.
Each pupil needs: a standard school exercise book, a ruler, and a pen or pencil.

In the exercise book, every lesson starts on a new page, with the lesson title, underlined, and the date.

Every lesson guides you: what to say, what to write on the board, and what the pupils write.

Part Six. A Small Business

Lesson 27. Buying to Sell

To the Teacher

Get these things ready before the lesson:

- 10 beans or small stones
- two tins, boxes or bags (one for "stall money", one for "home money")
- chalk and the blackboard
- an exercise book, a ruler, and a pen or pencil for each pupil

Time: about 60 minutes. If your pupils are slow with numbers, teach Exercises 4 and 5A in a second meeting.

In this lesson the pupils learn four things:

1. A seller buys stock at one cost and sells it to customers at a higher price.
2. When you sell for more than the cost, you make a profit. When you sell for less, you make a loss.
3. Count your stock, not only your money.
4. Keep the stall money apart from the home money. Write every market day in the cash book.

What you must know before you teach. Read this part two times. Do not read it to the pupils.

Ama still keeps chickens. Now she also has a stall at the market every Wednesday. She buys rice and soap from a big trader. She sells them by the cup and by the bar.

A sack of 50 cups of rice costs her $400, so one cup costs her $8. A box of 20 bars of soap costs her $160, so one bar costs her $8. She sells each cup and each bar for $10, the market price. So she makes $2 profit on each.

Use each word in its one meaning. For the same cup of rice, Ama's cost is $8 and her price is $10. The customer's cost is $10. The cost is always the money that a person must pay to get the thing.

Ama also pays $20 each market day for her place at the market. This is an expense (Lesson 9). So profit = money from selling − cost of the goods sold or lost − other expenses. Stock that is left at the end of the day is not a cost yet. It is still Ama's, ready to sell.

Prices fall after the harvest (Lesson 16). A careful seller does not buy a big stock just before the harvest. Dry rice can also wait in a dry, covered box until the price rises again.

Count the stock as well as the money. When Ama buys new stock, her tin has less money but she has more stock. At the end of the day she counts the stock that is left at its cost. Missing stock (spilled, eaten by rats, stolen) is a loss too.

Keep two tins. If Ama takes stall money for home without a record, she cannot see her profit. Soon she has no money for new stock. So she writes it in the cash book as OUT: "for home".

When a customer pays later. Some customers take goods today and pay on the next market day. For the customer this is a loan (Lesson 18). For Ama it is money that the customer owes her. No cash comes into the tin, so the cash book has no line for it today. But the stock is less. So Ama keeps a page for each customer who pays later. It is a debt record (Lesson 19) with one more column, TAKEN.

Who owes Ama: Thandi

DATE	WHAT	TAKEN	PAID	STILL OWED
6 May	3 cups of rice	$30		$30
13 May	paid		$30	$0

Ama reads each line aloud, and the customer writes her signature beside it. When the customer pays, Ama writes it on the customer's

page, and in the cash book as IN. Money that customers owe is not in the tin, but it is still Ama's. Count it at the end of the day, like the stock.

Many small sellers fail because customers never pay. Teach four rules. Write it at once. Give only a small amount. Give only to customers who pay on time. Give nothing more to a customer who has not paid.

Begin the Page

To the Teacher: do this at the start of every lesson. Write the lesson title and the date on the board. Each pupil starts a new page in the exercise book. The pupils write the lesson title at the top and underline it with a ruler. Under it they write the date.

The Talk

Read the teacher's words (**T**) aloud. The pupils' answers (**P**) show you what to expect. Accept any answer with the same meaning.

1. Write on the board: **Ama's stall: rice · soap**.

T. Ama buys a sack of rice from a big trader. It holds 50 cups. She pays $400. Ten cups cost her $80. What does one cup cost her?
P. $8.

T. What is her price for one cup?
P. $10. That is the market price.

T. She pays $8. She gets $10. How much is left for Ama?
P. $2.

T. Yes. The $2 is her **profit** on one cup. The rice that Ama has, ready to sell, is her **stock**. The people who buy at her stall are her **customers**.

2. Write on the board: **profit** = **money from selling** − **cost**.

T. Ama sells all 50 cups at $10. How much money does she get?
P. $500.

T. The rice cost her $400. What is her profit?
P. $100.

T. She also pays $20 for her place at the market. What is her profit now?
P. $80.

3. Write on the board: **Harvest. Rice: $7 a cup.**

T. Now it is harvest. The price of rice falls to $7 a cup. Ama paid $8 a cup. What happens?
P. She gets less than she paid.

T. Yes. That is a **loss**. 50 cups at $7 is $350. The rice cost her $400. What is her loss on the rice?
P. $50.

T. She also pays $20 for her place at the market. What is her loss for the day?
P. $70.

4. Put the 10 beans in front of the class. Say: "Here are 10 cups of rice: Ama's stock." Give 3 beans to one pupil and 4 to another: "Two customers buy."

T. How many cups of rice has Ama now?
P. 3. *(The pupils count the beans.)*

5. Write on the board: **stock at the start** + **stock bought** − **stock sold** = **stock left**. Say: "Ama counts her stock after every market day. If stock is missing, she looks for the mistake."

6. Hold up the two tins.

T. Ama has two tins. One is for the stall. One is for her home. Why?
P. So she can see if the stall makes a profit.

T. Yes. When she takes stall money for her home, she writes it in the cash book.

7. Write on the board: **Thandi takes 3 cups of rice. She says, "I pay next Wednesday."**

T. Does cash come into Ama's tin today?
P. No. Thandi pays next week.

T. Thandi owes Ama $30. What must Ama do?
P. Write it down. Memory forgets.

8. Draw Thandi's page on the board (see *What you must know*). Say: "Ama keeps one page for each customer who pays later. Thandi writes her signature beside the line. It is her promise."

If a pupil says, "Profit is all the money from selling": say, "No. First take away the cost. Then take away the other expenses. The money left is the profit."

If a pupil says, "Ama can ask $20 a cup and make more profit": ask, "Where do her customers go then?" They go to another stall. A fair price brings customers back (Lesson 5).

If a pupil says, "The tin has less money than in the morning, so it is a loss": say, "Not always. Count the stock too." Ama can have less money but more stock.

New Words

To the Teacher: write the four words on the board. Say each word and its meaning. The pupils copy the words into their exercise books.

Word	Meaning in this book
profit	The money from selling, take away the cost of the stock that is sold or lost, and the other expenses. You get more than you paid.
loss	The cost of the stock that is sold or lost, and the other expenses, take away the money from selling. You get less than you paid.
stock	The goods that a seller has, ready to sell.
customer	A person who buys from a shop or a stall.

To the Teacher: the other expenses are things like Ama's $20 for her place at the market. Every customer is a buyer (Lesson 3). We say **customer** when we speak about a shop or a stall and the people who buy there.

Learn by Heart

> **When you sell for more than the cost, you make a profit.**
>
> **When you sell for less than the cost, you make a loss.**

To the Teacher: write the two sentences on the board. The pupils say them aloud, all together, three times. Then each pupil says them alone.

Exercise 1. Answer aloud.

To the Teacher: ask each question. The pupils answer aloud. Nobody writes.

1. What is Ama's stock? Who are her customers?
2. Ama pays $8 for a cup of rice. She sells it for $10. What is her profit?

3. What is a loss? When can it come?
4. Why does Ama count her stock at the end of the day?
5. Why does Ama keep two tins?

Exercise 2. Profit or loss?

To the Teacher: write the letters on the board: **P** = profit, **L** = loss, **N** = no profit and no loss. Read the model aloud. Then read each sentence aloud two times. The pupils write the number, one letter, and the amount.

Model. Ama pays $8 for a cup of rice. She sells it for $10. → **P, $2.** 10 − 8 = 2.

1. Musa pays $7 for a cup of salt. He sells it for $10.
2. Juma buys a goat for $500. He sells it for $450.
3. Peter buys wood for $200. He makes a chair and sells it for $300.
4. Kofi buys 10 pencils for $40. He sells them at $5 each.
5. Ama buys 20 bars of soap for $160. She sells all 20 at $10 each.
6. Ama buys 50 cups of rice for $400. She sells 40 cups at $10. Rain spoils the rest.
7. Ama buys 50 cups of rice for $400. She sells 30 cups at $10. Rats eat the rest.
8. Ama buys 20 bars of soap for $160. She sells all 20 at $10 each. She pays $20 for her place at the market.

Exercise 3. Count the stock.

To the Teacher: write the model and the four items on the board. The pupils write the sum and the answer for each.

Model. At the start of the day Ama has 10 bars of soap. She buys 20 bars. She sells 25 bars. → **10 + 20 − 25 = 5. Ama has 5 bars left.**

1. Ama has 0 cups of rice. She buys 50 cups. She sells 45 cups.
2. Ama has 8 bars of soap. She buys 20 bars. She sells 18 bars.

3. Ama has 12 eggs. Her chickens lay 30 eggs. She sells 36 eggs.
4. Ama's record of her stock says: 10 bars of soap left. Ama counts only 7 bars. What is the difference? What did the missing bars cost her?

Exercise 4. One market day in the cash book.

To the Teacher: draw the five columns of the cash book on the board: DATE · WHAT · IN · OUT · BALANCE. Write the first two lines. They are the model. Then write the facts on the board, and read each one aloud.

The pupils copy the model. They write one line for each fact. They work out the balance after each line.

Model.

DATE	WHAT	IN	OUT	BALANCE
6 May	money in the stall tin at the start			$600
6 May	1 sack of rice (50 cups)		$400	$200

The facts, in the order they happen:

1. Ama buys 1 box of soap (20 bars) for $160.
2. She pays $20 for her place at the market.
3. She sells 30 cups of rice at $10.
4. She sells 20 bars of soap at $10.
5. She sells 15 cups of rice at $10.

Then ask three questions. The pupils write the answers.

6. How many cups of rice are left at the end of the day?
7. What did those cups of rice cost Ama?
8. In the morning Ama had $600 and no stock. Now she has the money in the tin and the rice that is left. What is her profit for the day?

Exercise 5. Stall money or home money?

To the Teacher: write **S** = stall money and **H** = home money on the board. Read the model aloud. Then read each sentence aloud two times. The pupils write the number and one letter.

Model. Ama buys a box of soap to sell. — **S**. The soap is stock for the stall.

1. Ama buys a sack of rice for the stall.
2. Ama buys a loaf of bread for her children.
3. Ama pays for her place at the market.
4. A customer pays Ama $10 for a cup of rice.
5. Ama buys medicine for her mother.
6. Ama pays $30 for the bus to town. She goes to buy stock.
7. Ama buys a strong box to keep the stall rice dry.
8. Ama takes $100 from the stall tin for food at home.

Exercise 5A. Who owes Ama?

To the Teacher: this exercise has two parts. For Part A, draw the five columns on the board: DATE · WHAT · TAKEN · PAID · STILL OWED. Write the model line. Then read the facts aloud, one at a time. The pupils copy the model and write one line for each fact. Then they answer the two questions.

Part A. Grace's page.

Model.

DATE	WHAT	TAKEN	PAID	STILL OWED
6 May	2 cups of rice	$20		$20

The facts:

- 13 May: Grace pays $20.
- 13 May: Grace takes 1 bar of soap and 2 cups of rice.

- 20 May: Grace pays $10.
- 27 May: Grace pays $20.

Then answer: What does Grace owe on 20 May? On which date does she owe nothing again?

Part B. Good step or bad step? Write **G** = good step and **B** = bad step on the board. Read each sentence aloud two times. The pupils write its number and one letter.

1. Ama writes Thandi's rice on Thandi's page at once.
2. A man whom Ama does not know takes rice. He says, "I pay next week."
3. Peter still owes $50 from last month. He asks for more rice. Ama says, "First pay."
4. Ama remembers who owes her. She writes nothing.
5. Grace pays. Ama writes it on Grace's page. Grace sees it.

Exercise 6. Copy in your best handwriting.

The pupils copy the two sentences from the board (*Learn by Heart*). They write each sentence two times.

To the Teacher: the pupils use the handwriting from *Learning to Write*, or the joined handwriting from *Cursive* if they know it. Check three things: a capital letter at the start, a full stop at the end, and the spelling.

After the Lesson

To the Teacher: Lesson 28 is the last lesson. Each pupil writes a plan for one year, with a savings goal. Ask each pupil to think about the goal at home. Ask the pupils to bring their budget from Lesson 10, if they still have it.

Answers (for the teacher)

Exercise 1. 1. The rice and soap that she has, ready to sell. The people who buy at her stall. 2. $2. 3. The cost of the stock that is sold or lost, and the other expenses, take away the money from selling. It can come when the price falls, or when stock is spoiled or stolen. 4. The money in the tin does not show everything. Stock can also go missing. 5. So she can see if the stall makes a profit, and keep money for new stock.

Exercise 2.

1. P, $3 (10 − 7) · 2. L, $50 (500 − 450) · 3. P, $100 (300 − 200) · 4. P, $10 (10 × 5 = 50; 50 − 40) · 5. P, $40 (20 × 10 = 200; 200 − 160) · 6. N, $0 (40 × 10 = 400; 400 − 400) · 7. L, $100 (30 × 10 = 300; 400 − 300) · 8. P, $20 (200 − 160 − 20)

Number 3: we count only the money here. Peter's work in the chair is not counted. *Numbers 6 and 7:* the spoiled rice and the eaten rice cost money too. So the cost is still $400.

Exercise 3. 1. 0 + 50 − 45 = 5 cups. · 2. 8 + 20 − 18 = 10 bars. · 3. 12 + 30 − 36 = 6 eggs. · 4. The difference is 3 bars (10 − 7). They cost her $24 (3 × 8).

Number 4: Ama looks for the mistake (Lesson 15). Perhaps she sold 3 bars and did not write them. If the bars are lost or stolen, that is a loss of $24.

Exercise 4.

DATE	WHAT	IN	OUT	BALANCE
6 May	money in the stall tin at the start			$600
6 May	1 sack of rice (50 cups)		$400	$200
6 May	1 box of soap (20 bars)		$160	$40
6 May	place at the market		$20	$20
6 May	30 cups of rice sold	$300		$320
6 May	20 bars of soap sold	$200		$520
6 May	15 cups of rice sold	$150		$670

6. 5 cups (50 − 30 − 15). 7. $40 (5 × 8). 8. $110. In the evening Ama has $670 and rice that cost $40: 670 + 40 = 710. In the morning she had $600. 710 − 600 = 110.

Check number 8 another way: Ama sold 45 cups and 20 bars. That is 65 things, with $2 profit on each: $130. She paid $20 for her place: 130 − 20 = $110. A pupil who says "$70" (670 − 600) forgot the stock that is left.

Exercise 5. 1 S · 2 H · 3 S · 4 S · 5 H · 6 S · 7 S · 8 S and H

Number 6: the bus ride is an expense of the stall. *Number 7:* the box is for the stall, so it is stall money. *Number 8:* the money goes OUT of the stall tin and IN to the home tin. Ama writes it in the stall cash book: "for home", OUT $100.

Exercise 5A.

Part A.

DATE	WHAT	TAKEN	PAID	STILL OWED
6 May	2 cups of rice	$20		$20
13 May	paid		$20	$0
13 May	1 bar of soap and 2 cups of rice	$30		$30
20 May	paid		$10	$20
27 May	paid		$20	$0

On 20 May Grace owes $20. She owes nothing again on 27 May. *How:* soap $10 + rice $20 = $30. Grace took $50 in all and paid $50 in all.

Part B. 1 G · 2 B · 3 G · 4 B · 5 G

Number 2: Ama does not know if he pays on time. Let only customers who pay on time take goods and pay later. *Number 4:* memory forgets. A record does not forget (Lesson 12).

For the Teacher

More Help for the Teacher

Part Six. A Small Business (Lesson 27)

What this part is for. Part Six puts the whole book to work at Ama's market stall. The pupils use price and cost, the cash book, and checking the record. They add four words: profit, loss, stock and customer. A pupil who sells at the market can use this lesson the next day.

The pupils must leave with these ideas.

1. A seller buys stock at one cost, and sells it to customers at a higher price.
2. When you sell for more than the cost, you make a profit. When you sell for less than the cost, you make a loss.
3. Count your stock, not only your money.
4. Keep the stall money apart from the home money. Write every market day in the cash book.
5. When a customer pays later, write it at once on that customer's page. Give nothing more until the customer pays.

Mistakes pupils often make, and how to correct them.

- *The pupil says that profit is all the money from selling.* Say, "First take away the cost of the goods. Then take away the other expenses." The money left is the profit.
- *The pupil forgets the $20 for Ama's place at the market.* Ask, "What else did Ama pay today?"
- *The pupil says Ama's profit for the day is $70, not $110.* Ask, "What is left at the stall?" Ama has the cash and 5 cups of rice that cost her $40.
- *The pupil says, "The tin has less money, so it is a loss."* Say, "Count the stock too." After Ama buys stock, she has less money but more stock.

- *The pupil mixes up Ama's cost and her price.* For one cup of rice, Ama's cost is $8 and her price is $10. The customer's cost is $10.
- *The pupil says, "Ama can ask $20 a cup."* Ask, "Where do her customers go then?" They go to another stall.

With very little. Use 10 beans as cups of rice, and give some to two "customers". Use two tins, boxes or bags: one for stall money, one for home money. Draw the five columns of the cash book on the board before the lesson.

If the class is slow. Work the profit on one cup before the profit on 50 cups. Count the stock with beans before the pupils write the stock sum. Teach Exercise 4 in a second meeting. Let the pupils find the profit for the day together, aloud, with the cash and the rice.

Word List (Lessons 1 to 27)

To the Teacher: these are all the New Words of the book. Each word has only one meaning in this book. The meaning is the same as in the lesson. The number tells you the lesson where the word comes first.

Word	Meaning in this book	Lesson
account	Your money and the record of it, kept for you by a bank or a telephone company.	21
amount	How much money. It is a number with the dollar sign, like $40.	2
balance	The cash that you have after each line of the cash book.	14
bank	A business that keeps money for people and lends money to people.	21
borrow	To get money from a person, and pay it back later.	18
borrower	The person who borrows.	18
budget	A plan for the money IN and the money OUT for one month.	10
buyer	A person who gives money, and gets goods or work for it.	3
cash	Money in coins and notes.	14
cash book	A book where you write all the cash that comes in and goes out.	14
change	The money that the seller gives back when you pay more than the cost.	4
charge	To ask a person to pay an amount. The lender charges 10 in every 100.	25
cheap	It costs little money.	25
check	Look again at a thing, to see that it is right.	15

Word	Meaning in this book	Lesson
choice	Taking one thing and not another, when you cannot have both.	8
coin	Money made of metal.	1
column	A list of words or numbers that goes down the page.	14
compound interest	Interest on the first amount and on the interest too.	23
copy	The same words and numbers, written a second time. To copy is to write them a second time.	13
cost	The money that you must give to get a thing.	3
customer	A person who buys from a shop or a stall.	27
date	The day, the month and the year. Example: 3 May 2026.	12
debt	Money that you must still pay back.	19
difference	The amount that is left when you take a smaller number from a bigger number.	15
dollar ($)	The money used in this book. We write the sign $ before the number: $40.	2
double	To become two times as much. $100 doubles to $200.	24
early	Near the start of a time; not late.	24
earn	To get money for your work.	7
emergency	A bad thing that comes suddenly and needs money now.	20

Word	Meaning in this book	Lesson
employer	A person who pays another person for work.	7
enough	As much as the cost, or more.	4
expense	Money that you spend on one thing.	9
expensive	It costs a lot of money.	25
fall	Go down. When a price falls, it becomes smaller.	16
goal	A thing that you save for.	20
goods	Things that people make or grow, and sell.	1
income	All the money that comes IN to a person, to keep.	7
interest	The price of using another person's money.	22
left over	The money that stays after all the OUT. LEFT OVER = TOTAL IN − TOTAL OUT.	10
lend	To give money to a person, and get it back later.	18
lender	The person who lends.	18
loan	Money that one person lends and another person borrows.	18
loss	The cost of the stock that is sold or lost, and the other expenses, take away the money from selling. You get less than you paid.	27
market	A place where sellers and buyers meet.	3

Word	Meaning in this book	Lesson
mistake	A thing that a person writes or does wrongly.	15
money	A thing that all people agree to take for goods and for work.	1
need	A thing that a person must have to live and to be well.	8
note	Money made of paper.	1
owe	To have a debt to a person. "Musa owes Ama $100."	19
pay	Give money for a thing or for work.	4
per cent (%)	In every 100. 10% means 10 in every 100.	22
plan	What you decide to do, before you do it.	10
plenty	A lot; more than people use: "There is plenty of water."	5
price	The money that a seller asks for a thing.	3
profit	The money from selling, take away the cost of the stock that is sold or lost, and the other expenses. You get more than you paid.	27
promise	Words that say: "I will do this." A loan record is a promise to pay.	19
proof	A thing that shows what is true.	12
rare	There is only a little of it. It is hard to find.	5
rate	How much interest for every $100, for each year, month or week.	22

Word	Meaning in this book	Lesson
receipt	A record of one payment. The person who gets the money writes it, or a machine prints it.	13
record	Words and numbers that we write down, so that we can read them later.	12
rise	Go up. When a price rises, it becomes bigger.	16
row	A line of a table that goes across, from left to right.	23
safe	Not easy to lose, to steal or to burn.	21
save	To keep money now, and not spend it, to use later.	20
savings	The money that you save.	20
savings group	A group of people who meet, save together and lend to each other.	21
season	A part of the year, such as the rainy season or the hungry season.	16
seller	A person who gives goods or work, and gets money for it.	3
signature	Your name, written by your own hand, in your own way.	13
simple interest	Interest on the first amount only.	23
spend	To pay out money for things.	9
stock	The goods that a seller has, ready to sell.	27
table	Numbers in rows and columns.	23

Word	Meaning in this book	Lesson
total	All the amounts added together.	2
trade	Two people each give something and each get something.	1
value	How useful a thing is, and how hard it is to get.	5
wage	The money that an employer pays for work, by the day, the week or the month.	7
want	A thing that a person would like to have, but can live without.	8
waste	Money or things used for nothing useful.	9
worth	The value of a thing, said in money: "One egg is worth $5."	5

To the Teacher: two more words keep one meaning all through the book, but they are not New Words. A **sign** is a mark that stands for something, like $ or %. A **moneylender** is a lender whose work is lending money (Lesson 18).