

# Babymouse Read-Aloud Bookmark

## Questions for Session 1:

22–23: Babymouse accidentally sets off the sprinkler system in the library. Books are a scarcity, because so many were ruined, so the school decides to do a fundraiser to raise money to replace the ruined books. What is a fundraiser? What goods does the library need? What services do you think students will provide in a fundraiser?

25: When Babymouse hears this fundraiser involves selling cupcakes, she is all ears! Then she hears the top fundraiser will receive a prize. Thoughts of this prize become an **incentive** for Babymouse.

26–28: Babymouse encounters a variety of challenges in trying to sell the most cupcakes. She has competition for buyers (customers) from other sellers from her school.

30: Customers/consumers are a **scarce resource (scarcity)**! So Babymouse has to make a decision about what to do? What choice does she make?

31: At dinner, Babymouse's family members suggest she try **selling** to relatives. Have you ever tried to sell fundraisers to family members? What happened? What happens to Babymouse? Why is she having problems? Does she have a good supply of cupcakes? Is there enough **demand** for the cupcakes from her relatives?

37: What happens when Babymouse hears Felicia has already **sold** a hundred cupcakes? What choices can she make if she wants to sell the most cupcakes?

45–46: Babymouse sees Felicia is **advertising: an incentive for buyers**. What choices does she make to increase demand for her cupcakes?

## Questions for Session 2:

61: In the U-Need-It poster, do you think people really need the item or do they want it? The ad created a “need” for goods. What good is Babymouse trying to sell?

62–65: What does Babymouse decide to do in order to increase her sales? What are the consequences of her decision to give out her phone number? Was this a wise choice?

70: After her dream, Babymouse makes a choice to become an entrepreneur and open a corner cupcake stand. What tools/equipment (capital resources) does she need? What jobs (human resources) do you think she has to do to prepare her stand? What natural resources were needed to make the cupcakes? (sugar cane for sugar, wheat for flour, eggs, milk, vanilla pods for vanilla, cocoa beans for chocolate, etc.)

71–75: What goods was Babymouse selling? What service was she providing? The customers exchanged money for the cupcakes. What was the incentive for the customers? What other choices did Babymouse have, other than sell cupcakes? (played video games, watched TV, etc.). Let's pretend she gave up watching TV in order to sell the cupcakes. Watching TV would be her opportunity cost because it is her next best choice she gave up.

76–83: When it starts to rain, buyers (customers) become scarce. What happens when Babymouse remembers the incentive?

84–85: What were the unexpected consequences of Babymouse's decision to make a cupcake stand? The library's wants were satisfied because they gained goods.

86–89: How did Babymouse feel about winning the grand prize for her services? Did the plaque satisfy her wants or was the recognition also an important reward in exchange for her services selling cupcakes?