# **Earning Money Discussion Guide (for use during or after reading)**

1. Discuss options for education and training after someone earns a high school diploma. (Education and Training Are Important, p.10-13, specifically p. 11)
   1. Associate Degree – mostly from community or junior colleges, usually includes two years of college work
   2. Bachelor’s Degree – typically four years of college work, students usually major in one specific subject
   3. Master’s Degree – typically one to two years of advanced study in addition toa bachelor’s degree, often require a thesis which is a written report of a special investigation completed by the student.
   4. Doctorate Degree – the highest earned degree in the United States and many other countries. Different types: Doctor of Philosophy, Doctor of Education, Doctor of Medicine, Doctor of Dental Surgery, and Doctor of Jurisprudence (law).
   5. Apprentice – a person who learns a trade (e.g., construction, metalworking, electrical engineering, etc.) by working under the guidance of someone who is skilled in that field.
   6. Journeyperson – a skilled worker, usually the step after completing an apprenticeship.
   7. Master Tradesperson – a person quite skilled in their trade who often employees or oversees journeypeople or apprentices.
2. Why is it important for people to get an education or training even if they do not know what they want to do when they are older? (Education and Training Are Important, p.10-13)
   1. It is important for people to get an education or training even if they are unsure about what they want to do later in life because almost all jobs require at least a basic education and an education and/or training can be a helpful tool in any profession. In addition, education and training help us better understand the world so we can improve our lives. Finally, education and training help ensure knowledge is passed from generation to generation.
3. Discuss each of the career paths Paycheck’s friends consider. (Different Career Paths, p. 14-21)
   1. Piggy Bank would like to become a veterinarian. This would require college science courses like biology, chemistry, and zoology. Next, Piggy Bank would need to earn a graduate degree at veterinary school before applying for a license to be a profession vet. (p. 14-15)
   2. Bill would like to become a car mechanic. Bill could take vocational training to help learn the skills needed to work in a trade. Next, Bill could become an apprentice to an experienced car mechanic which will help him learn even more about the trade. After Bill gains experience, he could take a test to become a certified auto mechanic! (p. 16-17)
   3. Stock is not sure what they would like to do yet and that’s okay. Stock considers becoming a professional violinist. That would require taking violin lessons and practicing now to become a better player. Next, Stock could apply to study music at a conservatory and maybe even receive a Master of Music degree. Stock will need to practice and be ready to audition for jobs! (p. 18-19)
   4. Coin really enjoys computers and programming so they consider a career as a coder. Coin could study computer programming or enroll in a coding bootcamp, a type of training. (p.20-21)
4. Discuss what a business must consider to determine how much they profited. (The Lemonade Startup, p. 22-27)
   1. A business needs to first determine their gross income (how much money they brought in from selling their goods or services). Then they must subtract all costs such as materials or staff. What they are left with is their net income, or what they actually profited.
5. What did Paycheck tell their friends to convince them to invest in the lemonade stand? Do you think this is a fair plan? Why or why not? (The Lemonade Startup, p. 22-27, specifically p. 27)
   1. Paycheck told their friends that they will be repaid with twice as many coins once PC’s Lemonade starts making enough profits.
   2. Students opinion answers will vary.
6. What is the concept of Supply and Demand? (Supply and Demand, p. 28-31)
   1. Businesses consider this when determining how much of a product to create and at what cost to sell it. When there is more demand for a product, businesses can raise the price (Law of Demand). As supply of a product increases, prices might fall because there is less demand (Law of Supply).
7. Paycheck is concerned that PC’s Lemonade isn’t making a profit like it did in the past. Why might this be? (Supply and Demand, p. 28-31)
   1. Paycheck raised prices for the lemonade so it might be too expensive for some customers now. In addition, it is springtime now and people are not as thirsty as they were in summer. There is not as much demand for lemonade right now, so PC’s Lemonade is not making as much of a profit as in the past.
8. What is a tax? What is an income tax? (Taxes, p. 34-35)
   1. A tax is money paid by people for the support of the government and the cost of public works and services.
   2. Income tax is a government tax on money earned by people or corporations.
9. Why do some countries require people who make more money to pay more in taxes than people who make less money? (Taxes, p. 34-35)
   1. Some countries adjust taxes based on income because it helps ensure wealth is spread around in an equitable way. People pay their fair share.
10. What does the government do with the money it collects from taxes? (Taxes, p. 34-35)
    1. The government uses income from taxes to operate and fulfill citizens’ needs such as providing safe roads, public education, and care for people who need it.