

BUS: Buying and Selling: Getting Cherries into a Pie (Ag)

Summary

Students will use cherries to examine commodity markets and examine workplace tasks and concepts in agriculture.

Time Frame

2 class periods of 45 minutes each

Group Size

Large Groups

Life Skills

Thinking & Reasoning

Materials

The Cherrie Pie Informational Chart (Worksheet A) transparency

36 Buyer Cards and 36 Seller Cards (Worksheet B and C)

Individual Score Sheet--two per student; (Worksheet D)

Transaction Record Worksheet--one transparency per class (Worksheet E)

This activity requires a class of at least 25 students to be effective. Up to 50 or 60 students may be involved if the room is large enough.

Software (such as MicroSoft PowerPoint and Excel) or graph paper that will allow students to create charts and graphs

"Pit" game

Background for Teachers

This activity is designed to convey to students the experience of buying and selling in a competitive market. Although most product and service markets are not as competitive as the cherry market used in this activity, students can begin to understand how prices are generally determined in any market. Understanding how the forces of supply and demand generate market prices will help students explain why some products have relatively high prices and others have relatively low prices.

Tart cherries can be processed into pie cherries or juice, or can be frozen or dried. They are full of antioxidants and contain other important nutrients such as beta carotene (19 times more than blueberries or strawberries), vitamin C, potassium, magnesium, iron, fiber and folate.* In 2009, Utah produced about 23 million pounds of tart cherries, making it second in the nation behind Michigan, who produced a whopping 220 million pounds.** Farmers and others involved in agriculture need to understand how the commodity market works to make better financial decisions. Consumers also benefit by understanding why a certain product may cost more in a particular season. (See "Cherry Fact Sheet" in this packet for an overhead master of this information). The game "Pit" may be played to introduce students to how commodities are bought and sold in the market place.

*Source: choosecherries.com

**Source: National Agricultural Statistics Service (NASS)

Instructional Procedures

Authors

[Debra Spielmaker](#)