



Time
Required:
30 minutes

Grade Level:
3rd-5th
grades

Skills for the 21st Century Marketplace Activity

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“Who Is the Leader?” Activity

Infusionomics Themes, Keystone Economic Principles, and Skills for the 21st Century Marketplace:

- **THEME: CHOICES**
 - **Keystone Economic Principle™ #1:** We all make choices
 - **Keystone Economic Principle™ #3:** All choices have consequences
- **THEME: COSTS**
 - **Keystone Economic Principle™ #7:** Economic thinking is marginal thinking
- **THEME: RESOURCES**
 - **Skills:** 16. Communication Skills; a. Oral, Written, Body Language (positive and normative economics)

** For additional standards and content references, please see the [end of document](#).

Overview:

In the Who Is the Leader activity, one student is chosen to be the Guesser and stands in the middle of a circle of students. One student in the circle is chosen to be the Leader, but the Guesser does not know who it is. The Leader must start an action and the rest of the circle must follow immediately. The Leader may change the action at any point and the whole circle must follow. It is the job of the Guesser to figure out who the Leader is.

Objectives:

This activity will help students pick up on non-verbal communication by noticing eye-contact, movements, etc.

Materials and Handouts:

None required

Activity:

- Clear a space in the classroom for the students to stand in a circle.
- Ask for a student volunteer (or pick a student) to be the Guesser. The Guesser must then leave the room.

- Ask for a student volunteer (or pick a student) to be the Leader. Tell the Leader that he/she must start an action (no matter how subtle it is) after the Guesser is in the middle of the circle. The rest of the class must immediately follow that action. Whenever the leader changes his/her action, the rest of the class must follow.
 - Examples might include: winking, frowning, putting a hand in a pocket, etc.
- Tell all of the students that it is their goal to make sure the guesser does not know who the Leader is.
- Bring the Guesser back in the room and have him/her stand in the middle of the circle.
- Announce the start of the game, indicating that the Leader may start an action.
- After an allotted amount of time (30 seconds-1.5 minutes), give the Guesser three chances to guess who the leader is.
- Variation: Tell the leader and circle of students that the Leader may pass off his/her leadership to another student through a designated motion (e.g. wink, nod, etc.) at any time. In this variation, the Guesser is allowed to guess at any time whom the leader is (not just at the end of the allotted amount of time).

Writing Prompt or Class Discussion:

Here are some optional questions for writing prompts and/or class discussion.

- Questions on communication:
 - Guesser: What were the best indicators that someone was the Leader? Other students' eye contact? A smirk on the student's face?
 - Leader: Did you worry that some of the other students would accidentally give you away without saying a word?
 - Students: Was it difficult to pay attention to the Leader's non-verbal communication without being too obvious?
- Questions on how this exercise applies to real life:
 - What are some ways we use non-verbal communication every day? How do you non-verbally communicate with your friends? Parents? Siblings? Teacher?
 - Can non-verbal communication be a good thing? A bad thing?
 - How can we benefit from being able to read other people's non-verbal communication?

Additional Standards and Content References

Voluntary National Content Standards in Economics:

- Standard #1 : Scarcity; Choice
- Standard #2 : Decision Making; Marginal Analysis
- Standard #10 : Institutions; Legal and Social Framework

Partnership for 21st Century Life Skills Concept:

- Learning and Innovation Skills > Communication and Collaboration
- Life and Career Skills > Social and Cross Cultural Skills

National Content Standards for Entrepreneurship Education:

- Ready Skills; D. Communications and Interpersonal Skills; Fundamentals of Communication

Economics Vocabulary:

- **Choice** - Decision made or course of action taken when faced with a set of alternatives.
- **Consequence** - A result or effect of an action or decision; may be positive or negative.
- **Legal and Social Framework** - The system of laws, institutions, traditions and customs, and incentives that forms the basis of a society and its economy. The “rules of the game.”
- **Marginal Analysis** - A decision-making tool for comparing the additional or marginal benefits of a course of action to the additional or marginal costs.
- **Sunk Costs** - Past costs that have already been incurred and cannot be recovered.
- Source: *EconEdLink.org* by the Council for Economic Education

Keystone Economic Principles™:

- For more information: http://infusionomics.com/wp-content/uploads/2010/06/Keystone_Cheat.pdf