



Time
Required:
30 minutes

Grade Level:
6-8th grades

Skills for the 21st Century Marketplace Activity

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“Five around the Circle” Activity

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

- **THEME: RESOURCES**

- **Keystone Economic Principle™ #4:** Economic systems influence choices
- **Keystone Economic Principle™ #6:** Do what you do best, trade for the rest
- **Skills:** 13. Professional Development (Part II); b. Job-Seeking Skills; xiii. Use networking techniques for professional growth

- **THEME: INCENTIVES**

- **Keystone Economic Principle™ #9:** Prices are determined by the market forces of supply and demand, and are constantly changing
- **Skills:** 17. Communication and Interpersonal Skills; c. Networking; c.i-viii

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

Overview:

In the Five around the Circle activity, students practice networking by going around the classroom finding things they have in common with their classmates and presenting these things to the class.

Objectives:

In this activity, students will learn networking concepts and terms, while also getting to know one another.

Materials and Handouts:

None required

Pre-Activity Discussion:

- Ask students if they know what the word “networking” means. Have them discuss this term and where they have heard it or used it.
- Explain to them that “networking” means *Developing and using contacts made in business for purposes beyond the reason for the initial contact. For example, a sales representative may ask a customer for names of others who may be interested in his product.*

Activity:

- Explain that the students will play a game to help them practice networking. Give the students 15 minutes to “mingle” in the classroom. Tell them they must learn one thing they have in common with each person. The only rule is that they can only use one similarity per person. For example, if the student finds a girl in the class that has two brothers, just like him, he can’t use that example for any other student.
- After the 15 minutes are up, have everyone sit in a circle. Ask a volunteer to introduce themselves and the four people on their left, to the rest of the group. That person must share what they have in common with those four people. If they are unable to remember a person’s fun facts, ask the other student to help him or her out.
- The original volunteer may then pick someone else in the circle to go. That person must repeat the process- introducing themselves and the four people to his or her left. Continue until everyone has been talked about.

Writing Prompt or Class Discussion:

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

- Was networking easier or harder than you thought?
- Why is networking an essential skill for an entrepreneur?
- What attributes or characteristics a good networker should have?

Additional Standards and Content References

Voluntary National Content Standards in Economics:

- Standard #6 : Specialization; Division of Labor, Specialization, Transaction Costs
- Standard #13 : Income; Human Resources, Labor, Labor Market
- Standard #19 : Unemployment; Labor Force, Unemployment, Unemployment Rate

Partnership for 21st Century Life Skills Concept:

- Learning and Innovation Skills > Communication and Collaboration

National Content Standards for Entrepreneurship Education:

- Ready Skills; H. Professional Development; Job-Seeking Skills; H.18 Use networking techniques for professional growth.
- Ready Skills; D. Communications and Interpersonal Skills; Fundamentals of Communication; D.02 Apply effective listening skills
- Ready Skills; D. Communications and Interpersonal Skills; Fundamentals of Communication; D.06 Address people properly

Economics Vocabulary:

- **Human Capital** - The health, education, experience, training, skills and values of people. Also known as human resources.
- **Labor Market** - The labor supply and labor demand curves. The intersection of the labor supply and labor demand curves determines the equilibrium wage and the quantity of hours people work at this equilibrium wage.
- **Letter of Application** - A letter written by a job-seeker to a prospective employer in which the job-seeker may introduce himself or herself, express interest in a particular job, describe his or her qualifications for that job, request an interview and generally seek to convince the employer that he or she would make a great employee.
- **Specialization** - A situation in which people produce a narrower range of goods and services than they consume. Specialization increases productivity; it also requires trade and increases interdependence.
- **Unemployment Rate** - The number of unemployed people, expressed as a percentage of the labor force.
- 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