

Grade 5 History & Geography

Unit 14: Understanding Economics

5 lessons and a unit quiz. Use this pack with the **Understanding Economics Student Reader** (print it, or download it once from the course) to teach the whole unit without the internet.

What is in this pack

- A lesson plan for each chapter: the Big Question, words to know, which pages to read, questions to talk over and the activity pages.
- The unit quiz, ready to print.
- Answers for the teacher at the back: every discussion question and the quiz key.

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Lesson schedule

Two or three lessons a week, about 30 minutes each. Tick each one off as you go.

	Lesson	Reader pages	Activity pages
☐	Chapter 1: What Is an Economy?	PDF pages 6-17	—
☐	Chapter 2: Making Economic Choices	PDF pages 18-27	—
☐	Chapter 3: Exchange	PDF pages 28-35	—
☐	Chapter 4: The Marketplace	PDF pages 36-42	—
☐	Chapter 5: Economies in American History	PDF pages 43-56	—
☐	Unit quiz	—	—

Page numbers are the PDF page numbers of the Student Reader file, so they match what your PDF reader shows.

Chapter 1: What Is an Economy?

THE BIG QUESTION

How do communities meet their needs and wants?

Words to know

- **economy** — the way a country manages its money and resources to produce, buy, and sell goods and services *Small businesses are an important part of the U.S. economy.*
- **mortgage** — a legal agreement in which a person borrows money to buy a house and pays back the money over time *We took out a mortgage because we did not have enough cash to buy the house.*
- **commute** — to travel regularly to and from a place of work *Mother spends an hour each day commuting to work.*
- **capital** — the money needed to pay for a workforce, machinery, and other equipment to support the development and growth of a business *The businessmen raised enough capital to open a new factory.*
- **raw materials** — substances used in the primary production or manufacture of goods *The cost of raw materials such as coal and oil has risen quickly.*
- **tangible** — capable of being touched *Bakeries sell tangible goods such as bread and cakes.*
- **labor** — the work needed to create a good or provide a service; the people who perform that work *Construction workers provide the labor to build houses.*
- **entrepreneur** — a person who starts a business and is willing to risk loss in order to make money *Bill Gates, who founded Microsoft, is a famous computer software entrepreneur.*
- **interdependence** — the state of being related in such a way that each needs or depends on the other *Economic interdependence occurs when two countries depend on each other to supply needed goods and services.*
- **profit** — the money that is made by a business once all expenses have been paid *My uncle buys and fixes up old houses and sells them at a profit.*
- **externality** — a consequence of a commercial activity that affects other parties without impacting the cost of the goods *Habitat loss is a negative externality of clear-cutting forests.*

Read

Read Chapter 1 in the Student Reader: PDF pages 6–17. Look at the pictures and maps together.

Talk it over

1. What is the difference between a want and a need?

2. Is a fifty-inch flat-screen television a want or a need?
3. Which are more important to satisfy: wants or needs?
4. What are the three basic types of resources used to satisfy our economic wants and needs?
5. How are renewable and nonrenewable natural resources different?
6. A hammer, nails, a drill, and a delivery truck are which type of resource?
7. What problems do you think the uneven distribution of resources might cause? Why?
8. Who are the two major groups that make decisions in an economy?
9. How do producers decide which goods and services to provide?
10. Why are consumers and producers both important in an economy?
11. Why are entrepreneurs important to an economy?
12. How can specialization benefit a producer? How can it benefit a consumer?
13. What role does a distributor have in an economy?
14. What is profit?
15. What is an externality?
16. Which need did Jamie and Jilea Hemmings provide to the people of Fayetteville, Georgia?
17. Would you call the Hemmingses entrepreneurs? Why or why not?

Answers are at the back of this pack.

Check for understanding

- Answer the Big Question in a sentence or two: How do communities meet their needs and wants?
- Use one of today's words in a sentence of your own.

Chapter 2: Making Economic Choices

THE BIG QUESTION

How do people with limited resources make economic choices?

Words to know

- **prohibitively** — done in a way that prevents something from happening *After I got my driver's license, I still had to take the bus because car insurance was prohibitively expensive.*
- **import** — to bring into one country from another country *The manufacturer needed to import parts from overseas.*
- **opportunity cost** — the value of the option that was not chosen whenever a choice is made *When you choose to walk instead of taking the bus, the opportunity cost includes the benefits of using the bus, such as the time you would save.*
- **discount** — an amount taken off a regular price *Many stores will offer coupons or a price discount to regular customers.*
- **equilibrium price** — in economics, the price at which supply equals demand *The equilibrium price is the only price where the plans of consumers and producers are the same.*
- **elastic** — able to be changed; flexible *The demand for snow shovels is elastic; it changes depending on the season.*
- **glut** — a supply of something that is much more than is needed or wanted *The glut of coffee resulted in a sharp decrease in prices.*
- **budget** — an amount of money available for spending based on a plan for how it will be spent *There is no room in my budget for a new cell phone.*

Read

Read Chapter 2 in the Student Reader: PDF pages 18–27. Look at the pictures and maps together.

Talk it over

1. What is scarcity in economics?
2. What often happens when an item becomes scarce? Why does this happen?
3. What is one reason countries import resources?
4. What is a trade-off in economics?
5. Quinn's Bakery has enough resources to make either cookies or cupcakes—but not both. What is the bakery's opportunity cost?
6. How is scarcity related to opportunity cost?
7. What is an incentive?

8. How can a coupon be considered an economic incentive?
9. What is the relationship between supply and demand when a product price reaches the equilibrium point?
10. What is a budget?
11. How does a budget help consumers make economic choices?

Answers are at the back of this pack.

Check for understanding

- Answer the Big Question in a sentence or two: How do people with limited resources make economic choices?
- Use one of today's words in a sentence of your own.

Chapter 3: Exchange

THE BIG QUESTION

How do people purchase goods and services?

Words to know

- **circulation** — the act of passing something, such as money, from person to person or place to place *Very few two-dollar bills are in circulation.*
- **market value** — the price that consumers are willing to pay for something *We hoped that refurbishing our kitchen would increase the market value of our house.*
- **wages** — the amount of money that workers are paid based on their occupation and the number of hours they work each week *My boss promised to increase my wages if I learned a new skill.*

Read

Read Chapter 3 in the Student Reader: PDF pages 28–35. Look at the pictures and maps together.

Talk it over

1. What does it mean to barter?
2. Which kinds of things did ancient people barter for?
3. How does money help consumers determine the value of goods and services?
4. What is interest?
5. What is one advantage of using a credit card to make purchases? What is one disadvantage?
6. How does the law of supply and demand help determine the value of goods and services?
7. What is the market value of an item?
8. What is the United States–Mexico–Canada Agreement (USMCA)?
9. Do you think economic interdependence increases or decreases the possibility of conflict among nations? Why?
10. What is meant by the term minimum wage?

Answers are at the back of this pack.

Check for understanding

- Answer the Big Question in a sentence or two: How do people purchase goods and services?
- Use one of today's words in a sentence of your own.

Chapter 4: The Marketplace

THE BIG QUESTION

Where do people buy things?

Words to know

- **marketplace** — an area where people go to buy, sell, and trade goods *On Saturdays, local farmers set up tables in a marketplace where we go to buy fresh fruit.*
- **abstract** — relating to general ideas or qualities rather than to specific people, objects, or actions *Abstract ideas such as love or beauty can sometimes be difficult to understand.*
- **transaction** — an occurrence in which goods, services, or money are passed from one person or group to another *When I paid to send a package express, the clerk gave me a receipt as a record of the transaction.*
- **infrastructure** — the public works system that includes roads, utility wires, water, public transportation, etc. *A strong infrastructure makes it easier for companies to obtain raw materials and to ship their products to distributors and retailers.*
- **tax** — money that people are required to pay to support the workings of the government *Income tax will be deducted from your wages by your employer.*
- **currency** — a system of money *The dollar is the official currency of the United States.*

Read

Read Chapter 4 in the Student Reader: PDF pages 36–42. Look at the pictures and maps together.

Talk it over

1. What is a marketplace?
2. What are the four main features of a market?
3. How do you think competition in the marketplace benefits consumers?
4. How does the government influence what is sold in the marketplace?
5. How does a strong infrastructure benefit buyers and sellers?
6. How does currency make transactions in the marketplace easier for buyers and sellers?
7. What are some effects of climate change?

Answers are at the back of this pack.

Check for understanding

- Answer the Big Question in a sentence or two: Where do people buy things?
- Use one of today's words in a sentence of your own.

Chapter 5: Economies in American History

THE BIG QUESTION

How did different economies grow throughout history?

Words to know

- **monopoly** — a situation in which one person, country, or company has complete control of the supply of a good or service *Until the era of mobile telephones, a single company held a monopoly on telephone services in the United States.*
- **conquistador** — the Spanish word for conqueror *During the Age of Exploration, conquistadors traveled to the Americas hoping to find great riches.*
- **empire** — a group of countries or territories under the control of one government or ruler *In the 1600s, Spain controlled a large empire in the Americas.*
- **plantation** — a large farm where cash crops are grown on behalf of the person who owns the land *A typical southern plantation might span one thousand acres and produce one or two crops for sale.*
- **mission** — a settlement built for the purpose of converting Indigenous people to Christianity *The priest lived and taught at the mission for many years.*
- **convert** — to change from one belief or religion to another *After much thought, my cousin decided to convert from Christianity to Islam.*
- **mercantilism** — an economic system that aims to increase a country's wealth and power by controlling trade and people *A country that practices mercantilism tries to use its colonies to increase its own wealth.*
- **joint-stock company** — a company that raises money by selling shares, or interest in the company, in the form of stock *The Virginia Company of London was a joint-stock company chartered by King James I in 1606 to establish a colony in North America.*
- **smelting** — the process of extracting metal from its ore through heating and melting *As the supply of coal and iron decreased, jobs in mining and smelting became more scarce.*
- **boom** — a period of sudden rapid growth *This year has seen a boom in cell phone sales.*

Read

Read Chapter 5 in the Student Reader: PDF pages 43–56. Look at the pictures and maps together.

Talk it over

1. How did Native American groups get things they wanted but could not produce themselves?
2. Recall the definition of the term interdependence from Chapter 1. How does this section illustrate the concept of interdependence?

3. Was demand for the eulachon rather high or rather low?
4. Why did European monarchs initially invest in voyages of exploration?
5. Which two European countries were the first to establish extensive claims in the Americas? By the 1500s, which country had come to control most of the region?
6. What are two reasons the Spanish came to the Americas?
7. Why do you think Spain did not want other European countries to colonize the Americas?
8. What is mercantilism?
9. Why did various groups compete for territory in North America?
10. How did the success of Jamestown attract other English colonists to North America?
11. In addition to Spain and Portugal, which other European nations established colonies in the Americas?
12. How was U.S. economic policy after the American Revolution different from British economic policy?
13. Based on the description in the text, what is a good definition of the term Industrial Revolution?
14. What are some changes that occurred because of the Industrial Revolution?
15. How does economic interdependence benefit an economy?
16. How is the modern U.S. economy similar to ancient economies?

Answers are at the back of this pack.

Check for understanding

- Answer the Big Question in a sentence or two: How did different economies grow throughout history?
- Use one of today's words in a sentence of your own.

UNIT QUIZ

Understanding Economics

Name: _____ Date: _____

Circle the letter of the best answer.

1. Which of the following is a need?

- a) water
- b) sports car
- c) diamond ring
- d) birthday cake

2. Which of the following is a human resource?

- a) a forest
- b) a factory
- c) a delivery truck
- d) an office worker

3. What is the difference between goods and services?

- a) Goods satisfy both needs and wants, while services satisfy only needs.
- b) Goods are created by producers, while services are carried out by consumers.
- c) Goods are tangible things that can be sold, while services are tasks people do for customers.
- d) Goods are produced with renewable resources, while services are produced with nonrenewable resources.

4. When does scarcity occur in an economy?

- a) Scarcity occurs when wants and needs are the same.
- b) Scarcity occurs when supply is much higher than demand.
- c) Scarcity occurs when there is more of an item than people want or need.
- d) Scarcity occurs when there are not enough resources to meet people's wants and needs.

5. Suppose you must choose between going to a movie that costs ten dollars and going to a carnival that costs seven dollars. You choose the movie. What is your opportunity cost?

- a) the movie
- b) ten dollars
- c) the carnival
- d) three dollars

6. What happens to supply and demand at the equilibrium price?

- a) Supply and demand are zero.
- b) Supply and demand are equal.
- c) Supply decreases and demand increases.
- d) Supply increases and demand decreases.

- 7.** Which of the following is the best example of bartering?
- a) Estella bakes a cake, and Martin gives her ten dollars for it.
 - b) Estella bakes a cake and gives it to Martin for his birthday.
 - c) Estella bakes Martin a cake, and in return, Martin mows Estella's lawn.
 - d) Estella bakes a cake, and Martin borrows ten dollars from his mother to pay for it.
- 8.** Why is the price of summer fruit usually lower in the summer than in the winter?
- a) The supply of summer fruit is elastic.
 - b) The demand for summer fruit is inelastic.
 - c) The supply of summer fruit is higher in the summer than in the winter.
 - d) The demand for summer fruit is higher in the summer than in the winter.
- 9.** The United States-Mexico-Canada Agreement (USMCA) demonstrates which economic principle?
- a) incentives
 - b) economic interdependence
 - c) the law of supply and demand
 - d) the market value of goods and services
- 10.** In economics, what is a market?
- a) a display of goods and services for sale
 - b) the total amount of a product offered to consumers
 - c) the price consumers are willing to pay for something
 - d) an area where people go to buy, sell, and trade goods
- 11.** Which of the following is a characteristic of all markets?
- a) a monopoly
 - b) buyers and sellers
 - c) the use of barter for exchange
 - d) a physical space for transactions
- 12.** What is currency?
- a) a system of money government creates as a means of exchange
 - b) money that people pay to support the workings of government
 - c) the public works system that includes roads, bridges, and rail
 - d) laws passed by the government to regulate the marketplace
- 13.** Which of the following was a major reason for European colonization?
- a) Colonies were created to replace mercantilism with competition.
 - b) Colonies were created to promote economic interdependence.
 - c) Colonies were created in order to support international trade.
 - d) Colonies were created to enrich their home countries.
- 14.** Why did many British colonists object to the Navigation Acts?
- a) The Acts forced colonists to pay Native Americans for the use of natural resources.
 - b) The Acts required colonists to conduct all trade on British or colonial ships.
 - c) The Acts required colonial businesses to compete against each other.
 - d) The Acts forced free-market economic principles on the colonies.

- 15.** What was one change brought about by the Industrial Revolution?
- a) The use of railroads declined.
 - b) Cities and factories grew rapidly.
 - c) Fewer consumer goods were available.
 - d) More and more people worked on farms.

Answers

Chapter 1: What Is an Economy?

1. **What is the difference between a want and a need?**

A need is something people cannot live without. A want is something that people enjoy having but is not essential for survival.

2. **Is a fifty-inch flat-screen television a want or a need?**

A fifty-inch flat-screen television is a want. It is possible to live without having a large television.

3. **Which are more important to satisfy: wants or needs?**

It is more important to satisfy needs than wants because you cannot live without satisfying your needs.

4. **What are the three basic types of resources used to satisfy our economic wants and needs?**

The three basic types of resources are natural resources, human resources, and capital resources.

5. **How are renewable and nonrenewable natural resources different?**

Renewable resources can be reproduced when they are used, so they will not run out. Nonrenewable resources cannot be replaced and will eventually run out. 16

6. **A hammer, nails, a drill, and a delivery truck are which type of resource?**

A hammer, nails, a drill, and a delivery truck are examples of capital resources.

7. **What problems do you think the uneven distribution of resources might cause? Why?**

People use resources to create needed and wanted goods and services. In places where some resources are scarce, it would be harder for people to satisfy their wants and needs.

8. **Who are the two major groups that make decisions in an economy?**

The two major groups that make decisions in an economy are consumers and producers.

9. **How do producers decide which goods and services to provide?**

Producers decide which goods and services to provide based on what consumers demand. They also decide what to provide based on the available resources.

10. **Why are consumers and producers both important in an economy?**

Producers provide the goods and services that consumers want and need. Consumers provide the profit that producers want.

11. **Why are entrepreneurs important to an economy?**

Entrepreneurs are important to the economy because they start new businesses. They make important decisions about what to make and what resources are needed.

12. **How can specialization benefit a producer? How can it benefit a consumer?**

Specialization can benefit a producer because it is cost-effective; that is, it uses

resources efficiently. Producers are more efficient when they focus on doing just a few things well. Specialization can benefit consumers if producers who save money on production pass on those savings by lowering prices.

13. What role does a distributor have in an economy?

A distributor is a company that buys goods and sells them to other businesses, which in turn sell them to consumers.

14. What is profit?

Profit is the money that a business has left over after all expenses are paid.

15. What is an externality?

Externalities are side effects of producing and consuming goods and services that don't affect the direct consumers of the goods and services.

16. Which need did Jamie and Jilea Hemmings provide to the people of Fayetteville, Georgia?

They provided the people of Fayetteville access to healthy foods. 20

17. Would you call the Hemmingses entrepreneurs? Why or why not?

They are entrepreneurs. They started a new business in Fayetteville and made the decisions about how to operate it. They decided what to make, how to make it, and for whom to make it.

Chapter 2: Making Economic Choices

1. What is scarcity in economics?

Scarcity is the situation in which there are not enough resources to meet people's wants and needs.

2. What often happens when an item becomes scarce? Why does this happen?

Answers will vary, but students may say that when an item becomes scarce, the price often rises. Producers assume that some consumers will pay the higher price because they intensely want or need the item.

3. What is one reason countries import resources?

Countries import needed resources that are scarce.

4. What is a trade-off in economics?

In economics, a trade-off means that if you choose to purchase something, you must sacrifice something else.

5. Quinn's Bakery has enough resources to make either cookies or cupcakes—but not both. What is the bakery's opportunity cost?

The opportunity cost is whichever it decides not to make—cookies if it decides to make cupcakes, or cupcakes if it decides to make cookies.

6. How is scarcity related to opportunity cost?

Because resources are scarce, we must make choices about how to use them. When we choose among options, we must forgo or miss out on those options we do not choose. We always choose what seems the best option; the next best option is the opportunity cost.

7. **What is an incentive?**

An incentive is something that encourages someone to make a trade-off.

8. **How can a coupon be considered an economic incentive?**

A coupon is a type of discount. It reduces the price of a good or service. The coupon is an incentive for a consumer who wants to spend less to purchase an item.

9. **What is the relationship between supply and demand when a product price reaches the equilibrium point?**

When a product price reaches the equilibrium point, supply and demand are equal. Producers are supplying exactly as much of the product as consumers are demanding.

10. **What is a budget?**

A budget is an amount of money available for spending based on a plan for how it will be spent.

11. **How does a budget help consumers make economic choices?**

Because people have a limited amount of money, they must make choices about what to purchase. A budget helps show people how much money they have to spend. This helps them decide which products they can afford to purchase now and which products they need to save money to purchase in the future.

Chapter 3: Exchange

1. **What does it mean to barter?**

To barter means to purchase goods or services by trading for other goods or services, without using money.

2. **Which kinds of things did ancient people barter for?**

Ancient people bartered for things such as natural resources, handmade goods, and food.

3. **How does money help consumers determine the value of goods and services?**

Because money is widely accepted, every good and service has a price attached to it. Consumers can use price to quickly understand the value of a product in relation to another.

4. **What is interest?**

Interest is money a consumer pays a lender for the convenience of having their borrowed money.

5. **What is one advantage of using a credit card to make purchases? What is one disadvantage?**

Answers may vary, but students may say that one advantage is that using a credit card is convenient; consumers can buy things even if they are not carrying money. A disadvantage is that consumers might have to pay interest if they do not pay the full amount of the monthly credit card bill.

6. **How does the law of supply and demand help determine the value of goods and services?**

The value or price of an item is determined in part by how much consumers are willing

to pay for it. If demand is high but supply is low, the price will increase. If supply is high and demand is low, the price will often fall to encourage consumers to buy.

7. **What is the market value of an item?**

Market value is the price that consumers are willing to pay for an item.

8. **What is the United States-Mexico-Canada Agreement (USMCA)?**

The United States-Mexico-Canada Agreement (USMCA) is a trade agreement among these three countries.

9. **Do you think economic interdependence increases or decreases the possibility of conflict among nations? Why?**

Possible answer: Economic interdependence decreases the possibility of conflict because countries that depend on each other for resources are less likely to go to war with each other.

10. **What is meant by the term minimum wage?**

A minimum wage is the lowest wage that is allowed by law for a job.

Chapter 4: The Marketplace

1. **What is a marketplace?**

A marketplace is an area where people go to buy, sell, and trade goods. Marketplace can also refer to the overall buying and selling of products in an economy or to a specific portion of the economy.

2. **What are the four main features of a market?**

The four main features of a market are (1) buyers and sellers, (2) availability of goods and services, (3) a place where transactions can occur, and (4) competition.

3. **How do you think competition in the marketplace benefits consumers?**

Because of competition, producers and sellers try to offer the best products they can at the lowest possible price in order to attract buyers. Competition therefore results in better-quality products at lower prices than would otherwise exist.

4. **How does the government influence what is sold in the marketplace?**

The government passes laws that buyers and sellers must follow. For example, laws require drug companies and auto manufacturers to demonstrate that the products they sell are safe.

5. **How does a strong infrastructure benefit buyers and sellers?**

A strong infrastructure makes it easier for buyers and sellers to connect with each other and for companies to get their goods to market.

6. **How does currency make transactions in the marketplace easier for buyers and sellers?**

Currency is an agreed-upon means of exchange for buying and selling. Currency also helps people reach a common understanding of how much a good or service is worth.

7. **What are some effects of climate change?**

Effects of climate change include rising sea levels, higher temperatures, and increased or decreased rainfall.

Chapter 5: Economies in American History

1. **How did Native American groups get things they wanted but could not produce themselves?**

Native Americans traded with each other for things they wanted but could not produce themselves.

2. **Recall the definition of the term interdependence from Chapter 1. How does this section illustrate the concept of interdependence?**

Interdependence is the state of being related in such a way that each needs or depends on the other. The section illustrates the concept by discussing how different Indigenous groups depended on one another for resources to meet their wants and needs. 46

3. **Was demand for the eulachon rather high or rather low?**

Demand for any highly valued luxury good such as the eulachon fish would have been high. The Tsimshian traded it to other groups. If the fish were not in high demand, the Tsimshian would not have been able to use it in trade.

4. **Why did European monarchs initially invest in voyages of exploration?**

They wanted to reach the source of desired spices, break the Arab and Venetian traders' monopoly on the spice trade, and reduce dependence on overland trade routes. Chapter 5 | Economies in American History

5. **Which two European countries were the first to establish extensive claims in the Americas? By the 1500s, which country had come to control most of the region?**

Spain and Portugal were the first European countries to establish extensive claims in the Americas. By the 1500s, Spain controlled most of the Americas.

6. **What are two reasons the Spanish came to the Americas?**

The Spanish came to the Americas to find a direct route to Asia in order to obtain riches and to convert the Indigenous people to Christianity.

7. **Why do you think Spain did not want other European countries to colonize the Americas?**

Possible answer: Spain did not want to share the resources they found in the Americas with other nations. Spain hoped to become wealthy by keeping American resources for itself.

8. **What is mercantilism?**

Mercantilism is an economic system that aims to increase a country's wealth and power by controlling trade and people.

9. **Why did various groups compete for territory in North America?**

Groups competed for territory in North America because they thought controlling colonies was necessary to build wealth. Controlling colonies would give them access to new resources.

10. **How did the success of Jamestown attract other English colonists to North America?**

After some initial struggles, Jamestown became very profitable. This inspired other

English people to settle in North America, hoping to become wealthy themselves.

11. In addition to Spain and Portugal, which other European nations established colonies in the Americas?

Along with Spain and Portugal, England, France, and the Netherlands (the Dutch) established colonies in the Americas.

12. How was U.S. economic policy after the American Revolution different from British economic policy?

After the Revolution, the United States abandoned mercantilism in favor of free-market economic principles.

13. Based on the description in the text, what is a good definition of the term Industrial Revolution?

Answers may vary, but students might say that the Industrial Revolution was the period of economic change that began in the mid-1700s and was characterized by the use of machines to produce goods.

14. What are some changes that occurred because of the Industrial Revolution?

Because of the Industrial Revolution, fewer people worked on farms, and more people worked in factories. Factory work became increasingly mechanized. More and more people moved to cities.

15. How does economic interdependence benefit an economy?

Through international trade, economic interdependence benefits an economy by providing access to more resources, increasing competition, and offering more consumer choice.

16. How is the modern U.S. economy similar to ancient economies?

All economies exist to provide the goods and services consumers want and need.

They all answer the three basic economic questions: what to produce, how to produce it, and for whom to produce it.

Unit quiz key

1. a 2. d 3. c 4. d 5. c 6. b 7. c 8. c 9. b 10. d 11. b 12. a 13. d 14. b 15. b