

# Technology and Livelihood Education

## Industrial Arts – Module 4: Effects of Innovative and Creative Accessories on Marketability of Products



**Technology and Livelihood Education – Grade 6**  
**Alternative Delivery Mode**  
**Industrial Arts – Module 4: Effects of Innovative and Creative Accessories on**  
**Marketability of Products**  
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## **Introductory Message**

This Self-Learning Module (SLM) is prepared so that you, our dear learners, can continue your studies and learn while at home. Activities, questions, directions, exercises, and discussions are carefully stated for you to understand each lesson.

Each SLM is composed of different parts. Each part shall guide you step-by-step as you discover and understand the lesson prepared for you.

Pre-tests are provided to measure your prior knowledge on lessons in each SLM. This will tell you if you need to proceed on completing this module or if you need to ask your facilitator or your teacher's assistance for better understanding of the lesson. At the end of each module, you need to answer the post-test to self-check your learning. Answer keys are provided for each activity and test. We trust that you will be honest in using these.

In addition to the material in the main text, Notes to the Teacher are also provided to our facilitators and parents for strategies and reminders on how they can best help you on your home-based learning.

Please use this module with care. Do not put unnecessary marks on any part of this SLM. Use a separate sheet of paper in answering the exercises and tests. And read the instructions carefully before performing each task.

If you have any questions in using this SLM or any difficulty in answering the tasks in this module, do not hesitate to consult your teacher or facilitator.

Thank you.



## ***What I Need to Know***

This module was designed and written with you in mind. It is here to help you in master the skills in enhancing/decorating finished products. The scope of this module permits it to be used in many different learning situations. The language used recognizes the diverse vocabulary level of students. The lessons are arranged to follow the standard sequence of the course. But the order in which you read them can be changed to correspond with the learning materials you are now using.

This module focusses on the following topics:

- a. Effects of the innovative finishing materials on the marketability of the products.
- b. Kinds of finishing materials commonly used.

At the end of this module, you should be able to:

- a. Discuss the effects of innovative finishing materials and accessories on the marketability of the products. (TLE6IA-0c-4)



## ***What I Know***

Directions: Write **Yes** if the statement is correct and **No** if not. Write your answer on a separate sheet of paper.

- \_\_\_\_\_ 1. Stains are chemical used in giving colors to materials of products.
- \_\_\_\_\_ 2. All kinds of paint can be use in finishing bamboo and wood products.
- \_\_\_\_\_ 3. Customers buy all products that they like without checking its finished.
- \_\_\_\_\_ 4. Finishing materials make products durable and lasting.
- \_\_\_\_\_ 5. Products become attractive to customers if enhanced and well- finished.
- \_\_\_\_\_ 6. Innovativeness of learners is needed in producing quality outputs.
- \_\_\_\_\_ 7. Bamboo products can be decorated and enhanced for marketability.
- \_\_\_\_\_ 8. Finishing materials cannot be used on wood products.
- \_\_\_\_\_ 9. Shellac is an example of finishing material that give stain.
- \_\_\_\_\_ 10. Spirit stain is the hardest finishing materials to apply.

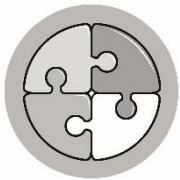
## Lesson

# 1

# Effects of Innovative and Creative Accessories on the Marketability of Products

To introduce new trends or concept in the market. Competitive entrepreneurs never stop inventing and creating innovative and creative accessories for their products.

Why is it important to know the ways to enhance and the different kinds of enhancing and decorating materials or accessories?



## *What's In*

**Directions:** Put a CHECK (✓) before the number if the materials can be used as finishing or accessories to enhance the product and CROSS (✗) if it is not. Write your answer in a separate sheet.

1. Paint
2. Anahaw Leaf
3. Shellac
4. Varnish
5. Metal Sheets
6. Pentel pen
7. G.I. Pipe
8. Enamel Paint
9. Bamboo
10. Fillers



## ***What's New***

Christopher with his older brother made a center table out of bamboo, which abundantly grows in their community. He had a conversation with Teacher Lance who gave him tips on how to make it more attractive and appealing. Teacher Lance looked at the finished product displayed by Christopher. He made some suggestions and recommendations to make it marketable and more attractive. Teacher Lance suggested that they will add some more accessories to enhance the look of the center table.



## ***What is It***

Many products displayed in the malls look the same but differ in the materials used. Knowing your product and constant innovations will give you edge among your fellow suppliers as your product competitors.

The following are the effects of innovative finishing materials on the marketability of the products:

1. Improve the quality and marketability of the products.
2. It gives satisfaction to the costumers.
3. It makes product saleable.
4. It makes products durable and lasting.
5. Products becomes attractive and appealing to buyers.
6. Entrepreneurs keep on improving his product, thus business keeps on growing.

Kinds of Finishing Materials commonly used:

1. **Fillers** - a substance put in a space or container to fill it, usually applied in woods to fill up cracks and grooves.

There are 2 kinds of wood fillers:

- a. Paste Fillers - compound of silica and drying oil used as a filler for open grain wood (as oak)
  - b. Shellac - purified lac usually prepared in thin orange or yellow flakes by heating and filtering and often bleached white
2. **Stains** - a penetrative dye or chemical used in coloring a material or object.

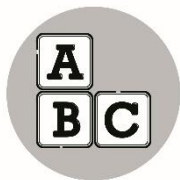


Three kinds of stains:

- a. oil stain - easiest to apply
  - b. water stain - a wood stain in which water is the solvent or dispersion medium
  - c. spirit stain - hardest to apply, it dies easily
3. **Paint** - Most commonly used and beautify the object
  4. **Varnish** - transparent material comes from gum commonly used in Furniture
  5. **Enamel** – paint material in different colors, used in wood

Two kinds of enamel:

- a. **Gloss Enamel** - Enamel paint that air-dries to a hard, usually glossy, finish, used for coating surfaces that are outdoors or otherwise subject to extreme temperatures
  - b. **Non-Gloss Enamel** - does not give any shine on wood.
6. **Lacquer** - a liquid made of shellac dissolved in alcohol, or of synthetic substances, that dries to form a hard-protective coating for wood, metal.



## ***What's More***

### Activity 1

**Directions:** Write **True** if the statement is right about enhancing the products and **False** if it is wrong. Write your answer on a separate sheet of paper.

- \_\_\_\_\_ 1. The enhanced product gives satisfaction to customers.
- \_\_\_\_\_ 2. Enhancing materials improves the quality and marketability of the product.
- \_\_\_\_\_ 3. Accessories on products will affects its durability.
- \_\_\_\_\_ 4. Customers can give suggestions to the product for improvement.
- \_\_\_\_\_ 5. Satisfied customers will keep on patronizing enhanced products.

Activity 2

**Directions:** Identify the word being describe in the sentences. Choose your answer from the box below and write your answer in a separate paper.

Attractive	Durability	Marketability
Customers	Accessories	Products

\_\_\_\_\_ 1. the ability of a commodity to be sold or marketed.

\_\_\_\_\_ 2. a person or organization that buys goods or services from a store.

\_\_\_\_\_ 3. a thing which can be added to something else in order to make it more useful, versatile, or attractive.

\_\_\_\_\_ 4. the ability to withstand wear, pressure, or damage.

\_\_\_\_\_ 5. mean pleasing or appealing to the senses.

### Activity 3

**Directions:** Unscrambled the word to form the correct term based on the definition given. Write your answer on a separate sheet of paper.

1. LUERQAC: a liquid made of shellac dissolved in alcohol

Answer: \_\_\_\_\_

2. RISTIP SAINT: hardest to apply, it dies easily

Answer: \_\_\_\_\_

3. SHINVAR: transparent material comes from gum commonly used in furniture.

Answer: \_\_\_\_\_

4. AINTP: Most commonly used and beautify the Object

Answer: \_\_\_\_\_

5. MELANE: varnished with color, used in wood

Answer: \_\_\_\_\_



## ***What I Have Learned***

**Directions:** Fill in the sentences with correct words that will complete the thought. Choose your answer inside the box. Write your answer on a separate sheet of paper.

Marketability	Local materials
Accessories	Patronizing
Durability	Product satisfaction

1. \_\_\_\_\_ can be achieved through research and listening to customer's suggestions.
2. Applying finishing materials and adding \_\_\_\_\_ will make the products more attractive.
3. Creating innovative products will develop its \_\_\_\_\_ when it is launched.
4. Customers will keep buying and \_\_\_\_\_ quality and durable products.
5. Using \_\_\_\_\_ is cheaper than buying raw materials from other places.



## ***What I Can Do***

**Directions:** Read the situation and do the activity provided. Write your answer on a separate sheet of paper.

The Grade 6 learners of Mr. Gomez conducted fund a raising event using the different outputs and projects they had made in their TLE class.

They wanted to enhance their bamboo and wood projects using indigenous and local materials.

List down five (5) indigenous and local materials they can use in enhancing their bamboo and wood projects to make it marketable. Write answer in separate sheet of paper.



## **Assessment**

A. **Directions:** Read each item and choose the letter of the correct answer and write it on a separate sheet of paper.

1. What kind of finishing material is used to fill up cracks and grooves?

- a. Stain
- b. shellac
- c. fillers
- d. paint

2. What do we call the ability of the product to be sold?

- a. Measurable
- b. Marketability
- c. Accessories
- d. Product

3. The process of developing a product that will make it more attractive is called:

- a. enhancement
- b. boosting
- c. Salable
- d. Patronizing

4. What word best describes a product that can withstand extreme weather conditions?

- a. Accountability
- b. Creativity
- c. Durability
- d. Marketability

5. What is the feeling of a customer who receives a product that matches his need?

- a. Disappointed
- b. Sad
- c. Angry
- d. Satisfied

B. **Directions:** Read each item carefully and copy the correct answer from the parenthesis. Write it in a separate sheet of paper.

1. (Glue, Plastic, Paste) is a filler finishing materials?

Answer: \_\_\_\_\_

2. (Shellac, Glue, Varnish) is a transparent material comes from gum commonly used in furniture.

Answer: \_\_\_\_\_

3. Applying finishing materials on the product can (improve, lessen, destroy) the quality of the material.

Answer: \_\_\_\_\_

4. Accessories can add to products (weight, marketability, transparency).

Answer: \_\_\_\_\_

5. Carlo applied his (intelligence, creativity, cooperativeness) in enhancing his bamboo and wood product using finishing materials and accessories.

Answer: \_\_\_\_\_



## ***Additional Activities***

A. For learners with local handicraft factory in the community or locality, observe how the workers apply the methods in decorating the products and list the finishing materials they used to enhance the product. Use the table below in listing your observations. Use separate sheet for your answer.

Name of Product	Methods in decorating the products	Finishing materials used

B. For learners without any local handicraft factory in the community or locality, based on the lesson learned from this module. Look for a project or product made of bamboo, wood or metal at home in the community. Complete the table above.

**Note:**

In doing the activities, observe safety and health protocol.





## Answer Key

<p><b>Assessment</b></p> <p>A. 1. c 2. b 3. a 4. c 5. d</p> <p>B. 1. Paste 2. Varnish 3. improve 4. marketability 5. creativity</p> <p><b>Additional Activities</b></p> <p>Answers may vary.</p>	<p><b>What I Have Learned</b></p> <p>a. Product satisfaction b. Accessories c. Marketability d. Patronizing e. Local materials</p> <p><b>What I Can Do</b></p> <p>Answers may vary. Teacher will check learners' answers.</p>	<p><b>What? More</b></p> <p>Activity 1 1. True 2. True 3. False 4. True 5. True</p> <p>Activity 2 1. Marketability 2. Customers 3. Accessories 4. Durability 5. Attractive</p> <p>Activity 3 1. laquer 2. spirit stain 3. varnish 4. paint 5. enamel</p>	<p><b>What I Know</b></p> <p>1. Yes 2. No 3. No 4. Yes 5. Yes 6. Yes 7. Yes 8. No 9. No 10. Yes</p> <p><b>What's In</b></p> <p>1. / 2. X 3. / 4. / 5. X 6. X 7. X 8. / 9. X 10. /</p>
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## ***References***

Department of Education Curriculum Guide 2016, EPP 6, Industrial Arts pages 38 – 41

Department of Education MELCs in EPP/TLE Grade 6 Industrial Arts pages 353 – 354

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