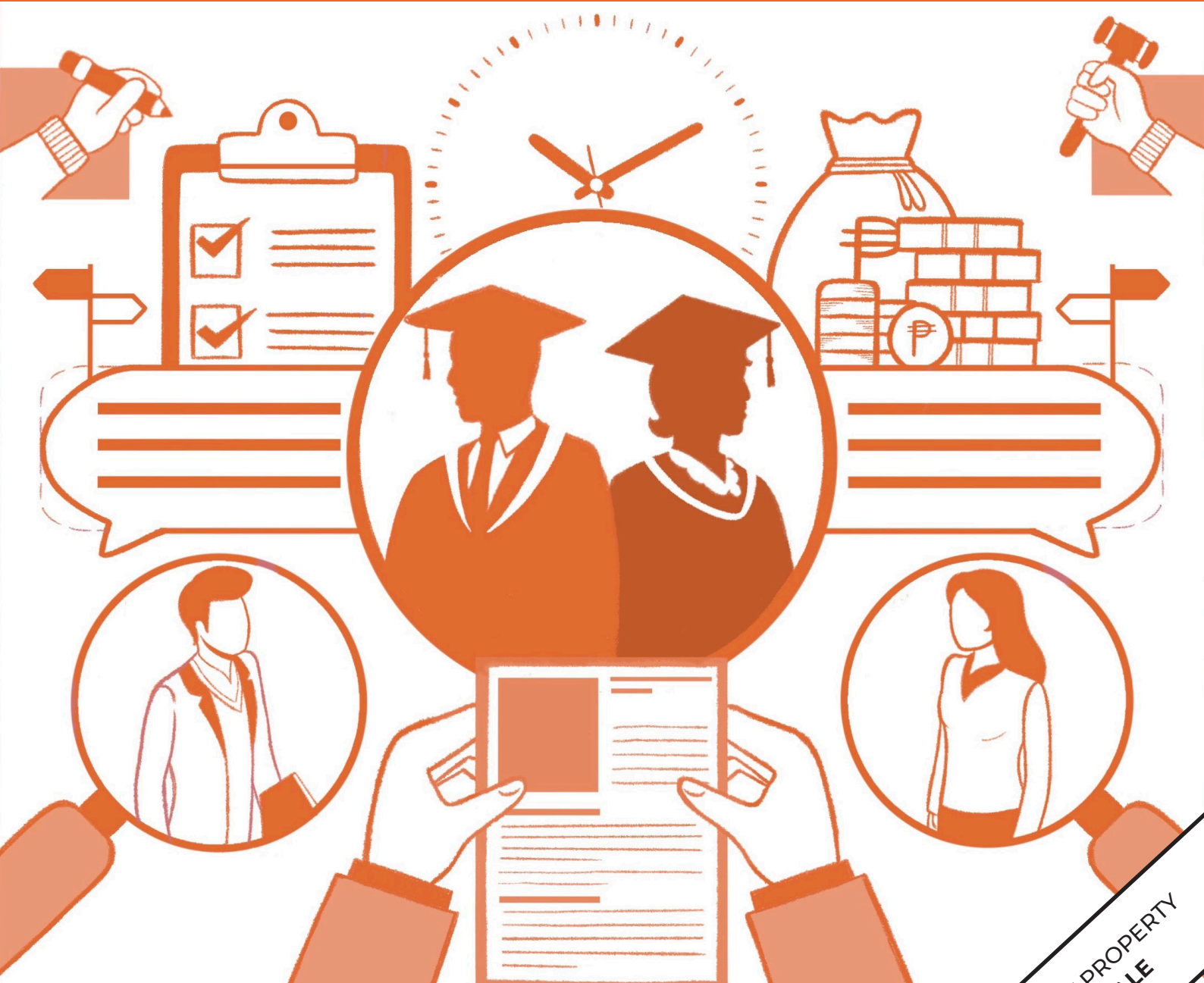


LEARNING STRAND 4 LIFE AND CAREER SKILLS

SESSION GUIDES FOR MODULE 5: UNDERSTANDING THE MARKET SYSTEM

ALS Accreditation and Equivalency Program: Junior High School



SESSION GUIDES

Alternative Learning System - Accreditation and Equivalency (ALS-A&E)

JUNIOR HIGH SCHOOL: LIFE AND CAREER SKILLS
SESSION GUIDES FOR MODULE 5 (UNDERSTANDING THE MARKET SYSTEM)

ALS Accreditation and Equivalency Program: Junior High School
Learning Strand 4: Life and Career Skills
Session Guides for Module 5 (Understanding the Market System)

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User's Guide

For the ALS Teacher/Instructional Managers/Learning Facilitator:

Welcome to the Session Guides of this Module entitled Understanding the Market System under Learning Strand 4 Life and Career Skills of the ALS K to 12 Basic Education Curriculum (BEC).

This module was collaboratively designed, developed, and reviewed by select DepEd field officials and teachers from formal school and ALS, and private institutions to assist in helping the ALS learners meet the standards set by the ALS K to 12 Basic Education Curriculum (BEC) while overcoming their personal, social, and economic constraints in attending ALS learning interventions.

This learning resource hopes to engage the learners in guided and independent learning activities at their own pace and time. Furthermore, this also aims to help learners acquire the needed 21st century skills while taking into consideration their needs and circumstances.

As an ALS Teacher/Instructional Manager/Learning Facilitator, you are expected to orient the learners on how to use this module. You also need to keep track of the learners' progress while allowing them to manage their learning. Moreover, you are expected to encourage and assist the learners as they do the tasks included in the module.

UNDERSTANDING THE MARKET SYSTEM Session Guide No. 1

I. Objective

1. Describe the main features of the market system
(LS4LC-UM-PSE-JHS-1)

II. Subject

- A. **Lesson 1:** The Market System
- B. **Materials:** Business Development Module, bond paper

III. Procedures

A. Introductory Activity

Before beginning the session, ask the learners to answer *Pre-assessment* I and II on page 2 and 3 of the module. Have them do this in their notebooks.

1. Activity

- a. Guide the learners in accomplishing *Trying This Out* activity on page 4 of the module. Ask the learners to write their answers on their notebooks.

2. Analysis

- a. Process the activity by allowing the learners to present their answers to the given questions.
- b. Point out that the illustration shows a market system. Then, have a discussion about the *Characteristics of Market System* on page 5 of the module. Use these guide questions:
 - What is a market system?
 - Who are the participants in the market system?
 - What is the use of currencies in the market systems?

3. Abstraction/Generalization

- a. Tell the learners to answer Activity I and Activity II of *Sharpening Your Skills* on pages 10 and 11 of the module. Have them do it on a short bond paper.

4. Application

- a. Ask learners to write an essay answering this question: *How would you describe the market system in the Philippines?*
Be guided by the following rubric:

Exceeds Expectations (15 points)	Satisfactory (10 points)	Needs Improvement (5 points)
Meaningful response with specific ideas	Sufficiently developed response with enough explanation	Limited response with minimal explanation
Virtually no spelling, punctuation, or grammatical errors	Few spelling and punctuation errors, minor grammatical errors	A number of spelling, punctuation, or grammatical errors

UNDERSTANDING THE MARKET SYSTEM Session Guide No. 2

I. Objective

1. Discuss the different factors that influence choice of goods and services in the market system (LS4LC-UM-PSE-JHS-3)

II. Subject

A. **Lesson 2:** Choosing Goods and Services

B. **Materials:** Understanding the Market Module, bond paper, audio-visual devices

III. Procedures

A. Introductory Activity

Ask the learners to recall and define what market system is and enumerate who the participants are,

1. Activity

- a. Ask the learners to do *Trying This Out activity* on page 13 of the module. Let them accomplish the activity on their notebooks.
- b. Process the learners' answers on the activity. Let them present their reasons on why or why not buy the given products.

2. Analysis

- a. Process the learners' answers by asking: What factors do you consider when you buy products?
- b. Present the factors influencing consumer choice on page 14 of the module. Have an open discussion about each factor.

3. Abstraction/Generalization

- a. Instruct the learners to do the activities on *Sharpening your Skills* on pages 16 and 17 of the module. Have them write their answers on a short bond paper.

SESSION GUIDE 2

4. Application

- a. Ask learners to write an essay by answering the question: *How do people decide on which goods or services to buy?*

Be guided by the following rubric:

Exceeds Expectations (15 points)	Satisfactory (10 points)	Needs Improvement (5 points)
Meaningful response with specific ideas	Sufficiently developed response with enough explanation	Limited response with minimal explanation
Virtually no spelling, punctuation, or grammatical errors	Few spelling and punctuation errors, minor grammatical errors	A number of spelling, punctuation, or grammatical errors

UNDERSTANDING THE MARKET SYSTEM Session Guide No. 3

I. Objectives

1. Identify the advantages and opportunities in the market system (LS4LC-UM-PSE-JHS-4)
2. Discuss the disadvantages and dangers in the market system (LS4LC-UM-PSE-JHS-5)

II. Subject

A. **Lesson 3:** Pros and Cons of the Market System

B. **Materials:** Understanding the Market Module, bond paper

III. Procedures

A. Introductory Activity

Ask the learners to recall and identify the factors influencing consumer choice.

1. Activity

- a. Tell the learners to do *Trying This Out activity* on page 20 of the module. Have them accomplish the task using a short bond paper.
- b. Let them present their outputs in front of the class.

2. Analysis

- a. Allow the learners to read the *Advantages and Disadvantages in the Market System* on pages 21 of the module. Use these questions as points of discussion.
 - What are the opportunities that can be found in a market system?
 - How does the market system adjust to the needs and wants of the people?
 - What does it mean of creating competition in the market system?

SESSION GUIDE 3

- Why is innovation important in market system?
- What are some factors that show dangers in the market system?

3. Abstraction/Generalization

- Instruct the learners to do the activities on *Sharpening your Skills* on page 26 and 27 of the module. Have them accomplish these tasks on a short bond paper.

4. Application

- Ask learners to write an essay by answering the question: *Why is it necessary for you to understand the opportunities and dangers in the market system?*

Be guided by the following rubric:

Exceeds Expectations (15 points)	Satisfactory (10 points)	Needs Improvement (5 points)
Meaningful response with specific ideas	Sufficiently developed response with enough explanation	Limited response with minimal explanation
Virtually no spelling, punctuation, or grammatical errors	Few spelling and punctuation errors, minor grammatical errors	A number of spelling, punctuation, or grammatical errors

IV. Evaluation

Ask the learners to answer *Reach the Top* on page 34 of the module. Let the students answer on a separate sheet of paper.

PRE-ASSESSMENT

ACTIVITY I

PAGE 2

1. Market
2. Goods
3. Services
4. Consumer
5. Producer

ACTIVITY II

PAGE 3

Advantages:

- It leads to innovation of new products.
- The market system focuses on what the people need.

Disadvantages:

- Suppliers may tend to compromise quality for quantity.
- It may create unhealthy competition.

LESSON 1: THE MARKET SYSTEM

TRYING THIS OUT

PAGE 5

What do you notice first in the illustration?

Answer: There are people and goods.

What kind of people and objects are shown?

Answer: It shows people who buy and sell and the objects are food and flowers.

What does the illustration mean?

Answer: It means people get the things they need like food in places where people sell them.

What can you learn from examining the picture?

Answer: People get the things they purchase through buying.

SHARPENING YOUR SKILLS

ACTIVITY I

PAGE 10

Participants of Market System

1. Direct market players

Description: People that keep the market running

Example: consumers, sellers, producers

2. Suppliers of goods and services

Description: provides supplies and other needed services

Example: suppliers of equipment, banks

3. Entities that influence the business environment

Description: providers of services that make transactions possible

Example: government, infrastructure providers

ACTIVITY II

4. Market System

5. Not

6. Not

7. Market System

8. Not

PAGE 12

TREADING THE ROAD TO MASTERY

Question:

How would you describe the market system in the Philippines?

Possible Answer: The market system in the Philippines uses the Philippine Peso as currency. Exchange of goods from the suppliers to the sellers to its consumers is well-guided by the rules and regulations set by the government and other private entities

LESSON 2: CHOOSING GOODS AND SERVICES

TRYING THIS OUT

PAGE 14

(Answers may vary)

Android Smartphone

- Will buy because I need it for our online class
- Will not buy because my mother's salary is just enough until the next payday

Less Sodium Luncheon Meat

- Will buy because my father's nutritionist advised him to lessen his sodium intake
- Will not buy because we can just choose another viand

Strawberry-designed Umbrella

- Will buy because my Monita's wish list requests for a usable item with strawberry designs on it and I have an extra budget
- Will not buy because it seems overrated for its price

SHARPENING YOUR SKILLS

PAGE 17

ACTIVITY I

Situational Factors:

A. C. F. I.

Personal Factors:

B. G.

Psychological Factors:

D. H.

Social Factors:

E. J.

ACTIVITY II

PAGE 18

Before reading the article, what are the things that you already know about the topic?

Possible Answer: Aside from its climate and products, Baguio City is also well-known of its night market.

What key points and details have you learned from the article?

Possible Answer: Many people would visit Baguio City's night market on search of thrift items in the ukay-ukay stores because it sell high quality items for a very low price.

What new vocabulary terms have you picked up from the article?

Possible Answer: I learned new terms like ukay-ukay, ransacking, and wag-wag.

What questions do you have in mind after reading the article?

Possible Answer:

- Why do people still buy items from ukay-ukay even if they knew the items were not new?
- What are the things that the buyers consider when buying items from the night market?

PAGE 21

TREADING THE ROAD TO MASTERY

Question: How do people decide on which goods or services to buy?

Possible Answer:

We have many factors on how we decide on which goods and services to buy. Most of the time, the goods and services that we buy are highly influenced by what is around us, be it the people or the situation we are in. Whatever factor influences us when we purchase things, we must always remember to just live within our means.

LESSON 3: PROS AND CONS OF THE MARKET SYSTEM

TRYING THIS OUT

PAGE 23

(Answers may vary)

Possible Answers:

- A market system that does not overprice items
- A market system that is well-regulated by the government
- A market system that creates a healthy competition between its sellers and suppliers

SHARPENING YOUR SKILLS

ACTIVITY I

PAGE 29

1. The market system adjusts to the needs and wants of the people
2. Innovation leads to a wider variety of goods and services
3. It creates competition/ The market system adjusts to the needs and wants of the people

ACTIVITY II

PAGE 30

Possible Answer:

M – Market systems may create an imbalance in the economy

A – A goal of focusing only on what the general public wants and not anymore on the unique needs of the few may be created

R – Rich people are sometimes the only ones who can afford new products

K – Kinds of items that are rare become easily unavailable because the market focuses on producing what is more in demand

E – Economy will face more problems instead of helping it thrive

T – The product's quality may be sacrificed for quantity

TREADING THE ROAD TO MASTERY

PAGE 31

Question:

Why is it necessary for you to understand the opportunities and dangers in the market system?

Possible Answer:

It is necessary for us to understand the opportunities and dangers of the market system because as consumers, we are part of the market system. We must understand how the market system works so that we can also have an idea of how we are going to act as market players. The opportunities and dangers of the market systems may also directly affect us.

REACH THE TOP

PAGE 34

1. C
2. D
3. A
4. C
5. D
6. C
7. A
8. D
9. D
10. A

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