

**Houghton Mifflin Harcourt**  
***Economics: Concepts and Choices* © 2011**

correlated to the

**Tennessee Social Studies Curriculum Standards (2013),  
Economics**

Standards		Page References
<p><b>Course Description:</b> <i>Students will examine the allocation of scarce resources and the economic reasoning used by government agencies and by people as consumers, producers, savers, investors, workers, and voters. Key elements of the course include the study of scarcity, supply and demand, market structures, the role of government, national income determination, money and the role of financial institutions, economic stabilization, and trade. Students will examine the key economic philosophies and economists who have influenced the economies around the world in the past and present. Informational text and primary sources will play an instrumental part of the study of economics where it is appropriate.</i></p>		
<p><b>Scarcity and Economic Reasoning</b>  <i>Students will understand that productive resources are limited; therefore, people cannot have all the goods and services they want. As a result, they must choose some things and give up others.</i></p>		
E.1	Define each of the productive resources (natural, human, capital) and explain why they are necessary for the production of goods and services. (E)	<p><b>SE/TE:</b> 8–11</p> <p><b>TE only:</b> 2</p>
E.2	Explain how consumers and producers confront the condition of scarcity, by making choices that involve opportunity costs and tradeoffs. (E)	<b>SE/TE:</b> 4–7, 11, 12–22, 15–16, 38, 512, 513, 154
E.3	Identify and explain the broad goals of economic policy such as freedom, efficiency, equity, security, growth, price stability, and full employment. (C, E)	<p><b>SE/TE:</b> 20, 22, 30, 38, 48–50, 54, 55, 56–57, 76, 84–86, 89–90, 358–359, 368–374, 428–430, 446–466, 490–493, 496–497, 499, 501, 555</p>

Standards		Page References
E.4	Describe how people respond predictably to positive and negative incentives. (C, E)	<b>SE/TE:</b> 12, 174–178, 225, 417
E.5	Explain that voluntary exchange occurs when all participating parties expect to gain. (E)	<b>SE/TE:</b> 49, 52–53, 61–62
E.6	Compare and contrast how the various economic systems (traditional, market, command, mixed) try to answer the questions: What to produce? How to produce it? For whom to produce? (E)	<b>SE/TE:</b> 6, 7, 40, 41, 42–43, 46, 48–50, 51, 52–53, 54–55, 58–60
E.7	Describe how clearly defined and enforced property rights are essential to a market economy. (E)	<b>SE/TE:</b> 48–50, 54–55, 61–62, 555
E.8	Use a production possibilities curve to explain the concepts of choice, scarcity, opportunity cost, tradeoffs, unemployment, productivity, and growth. (E)	<b>SE/TE:</b> 18–22
E.9	Compare and contrast the theoretical principles of the economic systems of capitalism, socialism, and communism, and use historical examples to provide evidence of their effectiveness. (E, H)	<b>SE/TE:</b> 30, 38–39, 41, 43, 44, 45, 46, 47, 48–51, 54–55, 56, 64–65, 66, <b>TE only:</b> 7
E.10	Examine informational text and primary sources to analyze the major ideas of the following economists: <input type="checkbox"/> Adam Smith <input type="checkbox"/> Thomas Malthus <input type="checkbox"/> Karl Marx <input type="checkbox"/> John Maynard Keynes <input type="checkbox"/> Friedrich Hayek <input type="checkbox"/> Milton Friedman <input type="checkbox"/> Ben Bernanke	<b>SE/TE:</b> 30, 39, 41, 43–44, 47, 76, 368, 374, 454–457, 496, 504–505
<b>Supply and Demand</b>		

Standards		Page References
<i>Students will understand the role that supply and demand, prices, and profits play in determining production and distribution in a market economy.</i>		
E.11	Define supply and demand, and provide relevant examples. (E)	<b>SE/TE:</b> 98, 99, 130, 131, 164-166 <b>TE only:</b> 96, 128, 162
E.12	Describe the role of buyers and sellers in determining the equilibrium price. (E)	<b>SE/TE:</b> 163–171 <b>TE only:</b> 162
E.13	Describe how prices of products as well as interest rate and wage rates send signals to buyers and sellers of products, loanable funds, and labor. (E)	<b>SE/TE:</b> 172–173, 174–178, 304–305, 318–319, 324–328, 402, 486, 487, 578–581, 582, 584, 587–589
E.14	Explain that consumers ultimately determine what is produced in a market economy (consumer sovereignty). (C, E)	<b>SE/TE:</b> 49–50, 73–75, 79, 98, 104, 109–113, 119–122 <b>TE only:</b> 96
E.15	Explain the function of profit in a market economy as an incentive for entrepreneurs to accept the risks of business failure. (C, E)	<b>SE/TE:</b> 49, 54–55, 78, 92–93, 142–143, 327–328
E.16	Demonstrate how supply and demand determine equilibrium price and quantity in the product, resource, and financial markets, including drawing and reading supply and demand curves. (E)	<b>SE/TE:</b> 102–103, 108–111, 134–135, 147–151, 164–172, 174–178 <b>TE only:</b> 162
E.17	Identify factors that cause changes in market supply and demand. (E)	<b>SE/TE:</b> 106–113, 146–151
E.18	Demonstrate how changes in supply and demand	<b>SE/TE:</b> 164–166, 167–168, 169–172, 186–187, 327–328

Standards		Page References
	influence equilibrium price and quantity in the product, resource, and financial markets. (E)	
E.19	Demonstrate how government wage and price controls, such as rent controls and minimum wage laws, create shortages and surpluses. (E)	<b>SE/TE:</b> 180–181, 182, 183–184
E.20	Cite evidence from appropriate informational texts to argue in an opinion piece for or against the minimum wage. (E)	<b>SE/TE:</b> 182, 262–263, 265
E.21	Use concepts of price elasticity of demand and supply to explain and predict changes in quantity as prices fluctuate. (E)	<b>SE/TE:</b> 117–122, 154–156
E.22	Explain how financial markets, such as the stock market, channel funds from savers to investors. (E)	<b>SE/TE:</b> 318–319, 320–322, 455
<b>Market Structures</b> <i>Students will understand the organization and role of business firms and analyze the various types of market structures in the United States economy.</i>		
E.23	Compare and contrast the following forms of business organization: sole proprietorship, partnership, and corporation. (E)	<b>SE/TE:</b> 226–229, 232–235, 238–242 <b>TE only:</b> 324
E.24	Analyze the various ways and reasons that firms grow either through reinvestment of financial capital obtained through retained earnings, stock issues and borrowing, or through horizontal, vertical, and conglomerate mergers. (E)	<b>SE/TE:</b> 227, 228–229, 235, 238, 241–242, 319, 330–331
E.25	Analyze key details and central ideas from diverse forms of informational text to summarize the role	<b>SE/TE:</b> 54–55, 250, 257–260, 274, 278–279, 280

Standards		Page References
	and historical impact of economic institutions, such as labor unions, multinationals, and nonprofit organizations, in market economies. (E)	
E.26	Identify the basic characteristics of monopoly, oligopoly, monopolistic competition, and pure competition. (H, E)	<b>SE/TE:</b> 192–196, 198–204, 206–208, 209–211
E.27	Explain how competition among many sellers lowers costs and prices and encourages producers to produce more. (E)	<b>SE/TE:</b> 49–50, 150–151, 192–194
E.28	Demonstrate how firms with market power can determine price and output through marginal analysis. (E)	<b>SE/TE:</b> 138–143
E.29	Explain ways that firms engage in price and non-price competition. (E)	<b>SE/TE:</b> 174–175, 176–177, 206–208
E.30	Examine informational text in diverse formats and media to analyze how investment in research and development, equipment and technology, and training of workers increases productivity. (E)	<b>SE/TE:</b> 138–139, 268–271, 370–371, 372–373
E.31	Describe how the earnings of workers are determined by the market value of the product produced or service provided, workers’ productivity, incentives, collective bargaining, and discrimination. (E)	<b>SE/TE:</b> 149, 258–260, 261–263, 264
E.32	Analyze the role and productivity of entrepreneurs in a free-enterprise system and how entrepreneurial decisions are influenced by tax, regulatory, education, and research support policies. (E, C)	<b>SE/TE:</b> 49, 54–55, 78, 92–93, 142–143, 327–328
<b>The Role of Government</b>		

Standards		Page References
<i>The student will understand the roles of government in a market economy are the provision of public goods and services, redistribution of income, protection of property rights, and resolution of market failures.</i>		
E.33	Explain how government responds to perceived social needs by providing public goods and services. (E, P)	<b>SE/TE:</b> 55, 84–86, 432
E.34	Describe major revenue and expenditure categories and their respective proportions of local, state, and federal budgets. (E, P)	<b>SE/TE:</b> 409–417, 420–425, 428–432, 434–438
E.35	Identify laws and regulations adopted in the United States to promote competition among firms. (E, H, P)	<b>SE/TE:</b> 214–217, 241–242
E.36	Describe the characteristics of natural monopolies and the purposes of government regulation of these monopolies, such as utilities. (E, P)	<b>SE/TE:</b> 198–200, 201
E.37	Define progressive, proportional, and regressive taxation. (E, H, P)	<b>SE/TE:</b> 412–414
E.38	Use appropriate informational text to analyze costs and benefits of government policies (Social Security, Medicare, Earned Income credits) and cite evidence from multiple sources to argue for or against one example of such a government policy or program. (E, H, P)	<b>SE/TE:</b> 392–393, 416–417, 423, 448–452
E.39	Research textual evidence in diverse formats to write a problem-solution piece recommending a course of action in regard to the national debt. (E, P)	
E.40	Define and explain fiscal and monetary policy and	<b>SE/TE:</b> 446–452, 454–457, 458–460, 490–496

Standards		Page References
	the various schools of thought including Keynesian, Supply-siders, and Monetarists on how, when and if these policies should be used to stabilize the economy. (E, P)	
E.41	Analyze how the government uses taxing and spending decisions (fiscal policy) to promote price stability, full employment, and economic growth. (E, P)	<b>SE/TE:</b> 458–460, 462–466, 498–502, 555
E.42	Analyze how the Federal Reserve uses monetary tools to promote price stability, full employment, and economic growth. (E, P)	<b>SE/TE:</b> 486–487, 490–496
<b>National Economic Performance</b>		
<i>Students will understand the means by which economic performance is measured.</i>		
E.43	Define aggregate supply and demand, Gross Domestic Product (GDP), economic growth, unemployment, and inflation. (E)	<b>SE/TE:</b> 350, 360–361
E.44	Explain how Gross Domestic Product (GDP), economic growth, unemployment, and inflation are calculated. (E)	<b>SE/TE:</b> 351–353, 370–371, 382–383, 396–398
E.45	Analyze the impact of events in United States history, such as wars and technological developments, on business cycles. (E, H)	<b>SE/TE:</b> 362–366, 371, 373, 457
E.46	Identify the different causes of inflation, and explain who gains and loses because of inflation. (E)	<b>SE/TE:</b> 399–400, 401–402, 404–405
E.47	Explain that a country’s overall level of income, employment, and prices are determined by the individual spending and production decisions of households, firms, and the government. (C, E, H, P)	<b>SE/TE:</b> 4–7, 15–14, 38–39, 52–53, 61–62, 78–79, 156, 258–259, 350–353, 428–430, 432, 448–450

Standards		Page References
E.48	Illustrate and explain how the relationship between aggregate supply and aggregate demand is an important determinant of the levels of unemployment and inflation in an economy. (E)	<b>SE/TE:</b> 360–361, 365–366, 382–383, 399–400, 448–450, 454–455, 458–459
<b>Money and the Role of Financial Institutions</b> <i>Students will understand the role of money and financial institutions in a market economy.</i>		
E.49	Explain the basic functions of money including its role as a medium of exchange, store of value, unit of account. (E)	<b>SE/TE:</b> 288–289
E.50	Describe the growth of income inequality in the United States and worldwide using the Lorenz curve and analyze the reasons for this increasing disparity of income. (E)	<b>SE/TE:</b> 290, 293–294
E.51	Identify the composition of the money supply of the United States. (E)	
E.52	Explain the role of banks and other financial institutions in the economy of the United States. (E)	<b>SE/TE:</b> 297–300, 301–302
E.53	Describe the organization and functions of the Federal Reserve System and identify the current Federal Reserve chairperson. (E)	<b>SE/TE:</b> 474–478, 480–485
<b>Trade</b> <i>Students will understand why individuals, businesses, and governments trade goods and services and how trade affects the economies of the world.</i>		
E.54	Examine evidence in informational texts to explain the benefits of trade among individuals, regions, and countries. (E, G)	<b>SE/TE:</b> 510–518, 536
E.55	Define and distinguish between absolute and	<b>SE/TE:</b> 512–515



Standards		Page References
	comparative advantage and explain how most trade occurs because of a comparative advantage in the production of a particular good or service. (E, G)	
E.56	Define trade barriers, such as quotas and tariffs. (E, G)	<b>SE/TE:</b> 520–521
E.57	Explain why countries sometimes erect barriers to trade such as quotas and tariffs, or through subsidies to domestic producers and the consequences of those trade barriers and subsidies on consumers and producers. (E, G, H)	<b>SE/TE:</b> 523–524
E.58	Explain the difference between balance of trade and balance of payments. (E, G)	<b>SE/TE:</b> 529–530
E.59	Compare and contrast labor productivity trends in the United States and other developed countries. (E, G)	<b>SE/TE:</b> 266–267, 268–269, 371, 372, 517–518, 550
E.60	Explain how changes in exchange rates impact the purchasing power of people in the United States and other countries. (E, G)	<b>SE/TE:</b> 526–528
E.61	Cite evidence from appropriate informational text to evaluate the arguments for and against free trade. (E, H, G)	<b>SE/TE:</b> 523–524, 532–535, 538–539

## Program Ancillaries for *Economics: Concepts and Choices* © 2011

The following program ancillaries support the Tennessee standards:

### Student Components

The **Online Student Edition** is an interactive textbook that links the content of the **Student Edition** with a world of enhanced features such as highlighting, note-taking, full-page audio narrations, and animations. Highlights include downloadable **eReader files** available online, as well. The **Online Student Edition** is located within the companion site *Classzone.com*. Accessible to students and teachers, *Classzone.com* offers rich supporting material to accompany the **Student Edition**. Included on the site are an activity center, map center, review center, research and writing center, current events, and online test practice.

### Reading Study Guide

This consumable student workbook addresses reading skills & note-taking practice in graphic organizer formats. It focuses on main ideas of section, references social studies skills, and ties into the key terms and names of chapter.

### Reading Study Guide with Additional Support

These interactive summaries and study guides contain chapter summaries and reading comprehension written at two grade levels below the **Student Edition**. Each lesson refers to the appropriate pages in the **Student Edition**, so students can integrate the two when needed. Each reading passage includes a graphic organizer and reading comprehension

### NCEE Student Activities

Adapted from several popular NCEE publications, including Capstone, it offers real-life activities to help students develop economic literacy.

### Test Practice and Review Workbook

Prepares students for standards-based tests with a review of key content and issues.

### Student One Stop DVD-ROM

Includes the entire **Student Edition**, **Reading Study Guide**, **Reading Study Guide with Additional Support**, and links to online resources.

## eTextbook

eTextbooks include all of the content of the print textbook and are available across all grade levels and discipline areas. Suitable for most tablets, eTextbooks are portable and easily accessed, with some interactivity depending on the device.

## Teacher Components

### Teacher Resource Manager

The Resource Manager is an organized, convenient teacher tool containing comprehensive resource materials, assessments, activities, and reading support. The Resource Manager includes the following:

- **Lesson Plans**

Core, Modified for Inclusion, Tips for Substitute Teachers.

- **Unit Resource Books**

One book for each unit of the Student Edition, for a total of seven books. Each book includes:

- **Reading Study Guide**

This consumable student workbook addresses reading skills & note-taking practice in graphic organizer formats. It focuses on main ideas of section, references social studies skills, and ties into the key terms and names of chapter.

- **Reading Study Guide with Additional Support**

These interactive summaries and study guides contain chapter summaries and reading comprehension written at two grade levels below the **Student Edition**. Each lesson refers to the appropriate pages in the **Student Edition**, so students can integrate the two when needed. Each reading passage includes a graphic organizer and reading comprehension

- **Economic Skills and Problem-Solving Activities**

Practice on skills in the Skillbuilder pages of the text and original economic problems for students to solve.

- **Math Skills Worksheets**

Instruction and practice in prerequisite math skills, such as calculating percentages and creating graphs.

- **Readings in Free Enterprise**  
Articles on benefits of free enterprise connected to content of each chapter.
- **Case Study Resources**  
Additional primary sources for the **Student Edition** case studies.
- **Economic Simulations**  
In-depth simulations of economic problems or situations with a narrative explanation of the problem and data to use in the activity. One simulation focuses on the stock market.
- **Section Quizzes**  
Checks concept mastery after every section. Also on the Test Generator.
- **Chapter Tests**  
Three forms of tests for every chapter (basic, average, and advanced). Also on the Test Generator in English and Spanish.
- **Reteaching Activities**  
Activities for reviewing the content of each section.
- **Consumer and Personal Finance Forms and Activities**  
Accompanies the *Consumer and Personal Finance* portion of the **Student Edition**. Subjects include checkbooks, household budgets, identity theft, and other activities.

### **Presentation Toolkit**

Includes:

- **Economic Concepts Transparencies** for the entire text
- **Power Presentations DVD** allows teachers to show multi-media presentations using
  - Animated Economics
  - Interactive Review
  - Activity Maker
  - Review Game
  - SMARTGrapher

- **Economics: Concepts and Choices Video Series DVD** provides pertinent economics videos tied to the text

### **Standards-Based Assessment and Reteaching**

Provides benchmark tests organized by unit and reteaching activities for reviewing content of each section.

### **Writing for Social Studies**

Offers support for writing research papers and reports.

### **Reading Study Guide Answer Key**

Answer key for **Reading Study Guide Workbook**.

### **NCEE Student Activities Answer Key**

Answer key for **NCEE Student Activities Workbook**.

### **Test Practice and Review Workbook Teacher Edition**

Answer key for **Test Practice and Review Workbook**.

### **Teacher One Stop DVD-ROM**

**Gives teachers access to the Teacher Edition, downloadable Lesson Plans, ExamView Assessment Suite, Calendar Planner, and digital versions of all of the print ancillaries to plan, present and assess. From downloadable test banks, state-specific assessments can be created in the ExamView Suite, assigned online for student use (via McDougal Littell Assessment System) and automatically graded so that teachers can compare scores to standards to see where intervention is needed.**

### **Virtual File Cabinet DVD-ROM**

Searchable, editable database that includes over 9,000 social studies resources that will enhance any course. Teachers can search for the perfect resource by subject, keyword, skill level, standard, theme, event, or time period.

### **McDougal Littell Assessment System**

An electronic assessment system with scanner and online options. Create your own customized test using the Test Generator or use pre-made tests correlated to your state standards.

- **Test:** Print and online testing is correlated to NCEE standards.
- **Score:** Automatic scoring gives results in minutes.
- **Report:** Diagnostic reports show what standards were missed.

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- Reteach: Personalized remediation helps you target reteaching.