



Name that Sector

By Marsha Masters
Economics Arkansas

Lesson Description

Every country is known by many features and characteristics including its geographical location, its people, its government, its resources and its economy. This lesson is designed to help students identify and explain the four economic activity sectors.

Grade 7

Concepts

- **Economy:** A system of production and distribution of resources, goods, and services.
- **Natural Resource:** “Gifts of nature” that can be used to produce goods and services.
- **Primary Economic Activity:** Production of naturally existing or culturally improved resources (e.g. agriculture, ranching, forestry, mining, fishing).
- **Secondary Economic Activity:** Conversion of raw materials from the primary economic sector into finished industrial product (e.g., manufactured goods, oil refining, construction, ship building).
- **Tertiary Economic Activity:** Provision of services to the general population; service industries (e.g., banking, retailing, education, law enforcement, entertainment).
- **Quarternary Economic Activity:** Economic activity involving the collection, processing, and distribution of information (e.g., marketing, scientific research, information technology, advertising)

Standards

Arkansas Economics Standards

- HS.7.7.1: Explain primary, secondary, tertiary and quaternary economic activities. (D2.Eco.3.6-8)

State Standards, English Language Arts

LITERACY: Speaking and Listening

Comprehension and Collaboration:

- SL7.1 Engage effectively in a range of collaborative discussions (one-on-one, in groups, and teacher-led) with diverse partners on grade 7 topics, texts, and issues, building on others’ ideas and expressing their own clearly.

LITERACY: LanguageConventions of Standard English:

- L.7.6 Acquire and use accurately grade-appropriate general academic and domain-specific words and phrases; gather vocabulary knowledge when considering a word or phrase important to comprehension or expression.

Objectives

Students will be able to

- identify the four economic activity sectors
- explain primary, secondary, tertiary and quaternary economic activities
- categorize economic activity sector cards into the correct economic activity sector
- explain the continuum of a product from the primary through the quaternary sector
- locate a country's economic activities through research.

Time required

- 30 minutes for teacher preparation
- 1 class period (45-60 minutes)

Materials required

- Visual 1 (Economic Activity Sector Headings), one copy of each
- Activity 1 (Economic Activities Cards), 4 complete sets plus Answer Key
- Card stock paper if available or regular paper in 4 different colors
- Optional: laminating machine and supplies if available
- Internet Access: <https://www.cia.gov/library/publications/the-world-factbook/>
- Tape
- Optional: 4 boxes or baskets
- Optional: 4 chairs
- Activity 2 (Assessment), one copy per student plus Answer Key

Teacher Preparation

- Prepare materials **prior to class**.
 - a. Make 1 copy of all four economic activity sector headings of Visual 1. Card stock paper or laminated copies are recommended if available.
 - b. Make 4 copies of each set of economics activities sector cards of Activity 1 on different colored paper or card stock paper, if available, and cut out individual cards.
 - c. Make 1 copy/student of Activity 2.

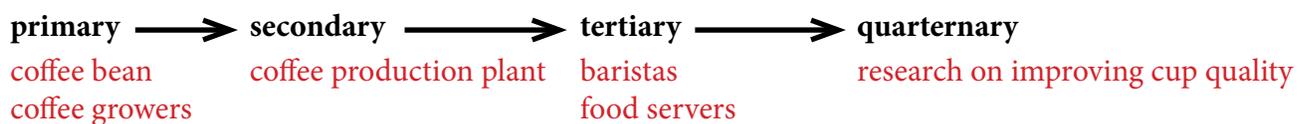
- d. Optional: Set room up for relay race. Position 4 boxes or baskets on one side of the room and 4 chairs on the other. See page 5 for an alternative activity.

Procedure

1. Ask students to make a list of 5 countries. Have them share their list with a partner.
2. Ask students why they named the countries on their list. (Accept all appropriate responses.)
3. Tell students that we associate many characteristics, landmarks and features with a country. The geographic region, the people, their government, their resources and their economy are a few characteristics that define and distinguish countries.
4. Today's lesson will focus on the four economic activity sectors of a country's economy. These four sectors define the proportion of the population engaged in an activity sector. The first economic activity that we find in countries is the primary economic activity. (Hold up the Primary economic activity heading card.) This is defined as "the production of naturally existing or culturally improved resources." In economics, we refer to these resources as natural resources. Natural resources are "gifts of nature used in the production of goods and services." Depending on the country's geographic location, these might include trees, minerals, fish, cotton, water, wheat, coal or cattle. These natural resources define the primary economic activity of the country. Human resources in this sector might include fishermen, farmers, miners, or ranchers.
5. Often, developing countries rely heavily on primary economic activities as the main source of their economy. In more developed countries, fewer human resources are involved in primary economic activities than in the other economic activities. In the mid-1800s, more than two-thirds of the human resources in the United States were primary sector workers. Less than 2% of the workers in the United States are involved in the primary economic activity sector today ¹.
6. The next economic sector is the secondary sector. (Hold up the Secondary economic activity heading card.) Secondary economic activities add value to natural resources by transforming those natural resources into valuable products for the marketplace. Manufacturing, processing and construction all fit in this sector. Examples include metal working, food production, automobile manufacturing, steel manufacturing, textile production, oil refining and energy production to name a few. Human resources in this sector might include car manufacturers, steel workers, or construction workers. It is estimated that 20-25% of the USA's population is in the secondary sector ².
7. The third economic sector is the tertiary sector. (Hold up the Tertiary economic activity heading card.) Activities associated with this sector include retail sales, transportation, entertainment, restaurants, tourism, banking, clerical services, insurance, and more. This sector provides services for consumers or businesses. Human resources in this sector include teachers, food servers, dry cleaners, real estate agents, and financial service providers. Less developed countries often have a small percentage of workers in the tertiary sector. In most developed or developing countries, a large proportion of workers are devoted to the tertiary sector. In the United States, 75- 80% of the workers are tertiary workers ¹.
8. The fourth sector is referred to as the quaternary economic sector. (Hold up the Quaternary economic activity heading card.) This is defined as the specialized knowledge sector. Those in this sector include technology development, scientific research and research and development. It comprises the top decision makers in industry, commerce and education. It is also considered to be the process which enables entrepreneurs to innovate better processes for manufacturing and improve the quality

of services currently offered in the economy. This might include informational technology experts, researchers, and scientists ⁴.

9. Now that we have identified all the economic activities, let us investigate some countries and learn about their economic activity sectors. Visit: <https://www.cia.gov/library/publications/the-world-factbook/> ⁵. Select “United States” from the drop down menu on the site (just above the world map). Then select the tab “economy.” Scroll down on the page to the section entitled “GDP-composition, by sector of origin.” Students will see the following 2016 information: agriculture (1.1%), industry (19.4%) and services (79.5%). Students can see the breakdown of the economic activity sectors using this information. Specific products and industries are identified under the statistics. (It is important to note that sometimes reports will place tertiary and quaternary activities together.) Ask students what they can conclude. (*Answers may vary, but might include: United States is a developed country since there are so many employed in the service industry. Examples of primary economic activity include: wheat, corn, grains, cotton, poultry, and forest products. Secondary economic activities include steel, motor vehicles, food processing, etc.*)
10. Now, look at Uganda. Repeat the process in step 9. When you look at Uganda’s economic sectors, the 2016 statistics reveal agriculture (24.5%), industry (21%) and services (54.51%). The country relies heavily on their natural resources such as coffee, tea, cotton, tobacco, potatoes, corn, and poultry. Ask students what they can conclude. (*Answers may vary but might include: The country is much more reliant on the primary sector than the United States. Coffee, tea, cotton, and tobacco are some of the primary economic activities of Uganda. Sugar industry, cotton textile, cement and steel production are heavily involved in the secondary sector.*)
11. Focus for a moment on coffee, one of Uganda’s natural resources. Coffee is one of the most important agricultural commodities in the world. It ranks second in international trade after crude oil ⁶. In Uganda, coffee beans are found in the primary economic activity sector. Trace the coffee bean to the market using the economic activity sector continuum. (Examples in red below.)



Closure

Today’s lesson focused on the 4 economic activity sectors. Tell students that they will have an opportunity to show what they know through a relay race entitled “Name that Sector”! Share with students that being fast is not the goal of the game. In the end, points will be awarded for each correctly categorized economic activity sector card.

1. Tape the economic activity sector headings from the lesson to each of the four boxes or baskets in the room.
2. Divide the students into 4 teams.
3. Instruct each team to form a line behind one of the chairs in the room.
4. Place a set of colored economic activity sector cards face down in each chair.

5. Explain the rules:

- When the race begins, the first person in each row will pull the top card from the stack and race to the other side of the room placing the card in the box matching the type of economic activity revealed on the card. (Example: If a student pulled “cotton,” he/she would race down to the Primary Sector box and drop the card in the box or basket.)
- When he/she returns to the team’s chair, the next person in line draws a card and races to place his/her card in the correct box or basket.
- Continue until all cards have been placed in a box.
- Visit each box. Pull out the cards. Each team receives a point for each correctly categorized card of its respective color. Review if there are any questions or if clarification is needed.
- The team with the most points is declared the winner!

Alternative: If you do not wish to conduct the relay race, divide the students into groups of 4. Instruct them to sort and classify the cards into the economic sectors. You may check for understanding using the answer sheet.

Assessment

Distribute an assessment sheet (Activity 2) to each student in the room.

Extension

Take a natural resource and instruct students to make a visual (PowerPoint, Infographic, Prezi, etc.) explaining the process from the extraction/harvesting of the natural resource to the production and development of that resource as it is brought to market. Identify each economic activity sector.

Primary Sector	Secondary Sector	Tertiary Sector	Quaternary Sector
Cotton	Textile mills	Retail store clerk selling cotton goods	Researchers finding advances for increasing cotton production

Sources

- ¹Sectors of the Economy <http://geography.about.com/od/urbaneconomicgeography/a/sectorseconomy.htm#>
- ²USA Economy <http://useconomy.weebly.com/sectors.html>
- ³The Important Role Services Play in an Economy <http://www.ftpress.com/articles/article.aspx-?p=2095734&seqNum=3>
- ⁴Sectors of the Economy <http://www.economicshelp.org/blog/12436/concepts/sectors-economy/> December 19, 2014
- ⁵The World Factbook <https://www.cia.gov/library/publications/the-world-factbook/>
- ⁶Recent Advances in the Genetic Transformation of Coffee <http://www.hindawi.com/journals/btri/2012/580857/> Volume 2012.

Primary

Secondary

Tertiary

Quarternary

Sector Cards

technology

coffee bean

researcher

corn

farmer

**automobile
manufacturing**

tourism

**research and
development**

coal

**textile
production**

**construction
worker**

**insurance
agent**

banker

fish

**fast food
worker**

**food
processing**

sales clerk

**real estate
agent**

miner

entertainment

nurse

veterinarian

teacher

oil refinery

shoe factory

scientist

minerals

steel worker

cotton

firefighter

Sector Cards Answer Key

Primary	Secondary
• coal	• automobile manufacturing
• coffee bean	• construction worker
• corn	• food processing
• cotton	• oil refinery
• farmer	• shoe factory
• fish	• steel worker
• miner	• textile production
• minerals	

Tertiary	Quarternary
• banker	• research and development
• dry cleaner	• researcher
• entertainment	• scientist
• fast food worker	• technology
• firefighter	
• insurance agent	
• nurse	
• office assistant	
• real estate agent	
• sales clerk	
• teacher	
• tourism	
• veterinarian	

Assessment

The four economic activities are primary, secondary, tertiary and quaternary. Briefly define each and give examples.

Primary: _____

Secondary: _____

Tertiary: _____

Quaternary: _____

According to CIA's 2016 The World Factbook, Argentina reported 11.4% of their economy is based on agriculture, 30.2% in industry, and 58.4% in the services sector.

(Source: <https://www.cia.gov/library/publications/the-world-factbook/geos/ar.html>)

Categorize the following components into the correct economic activity:

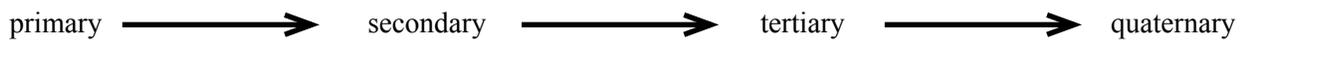
food processing
wheat
farmer
tourism
teacher
scientist

soybeans
textile production
automotive industry
oil refinery
corn
police officer

tobacco
steel worker
factory worker
high tech innovator
bankers
hotel manager

Primary	Secondary	Tertiary	Quaternary

One of Argentina's natural resources is wheat. Trace the process from the primary activity to marketplace by providing an example of each economic activity sector.



Assessment Answer Key

Primary: *Answers might include:* Primary economic activities are related to the natural resources of the region. It deals with the extraction or harvesting of these resources. They may include fishing, farming, mining, or forestry.

Secondary: *Answers might include:* Secondary economic activities are related to the conversion of natural resources from the primary economic sector into finished industrial products. Examples include manufactured goods, oil refining, and construction.

Tertiary: *Answers might include:* Tertiary economic activities are related to the provision of services to the general population. This might include service industries, banking, retailing, education, law enforcement, and entertainment.

Quaternary: *Answers might include:* Quaternary economic activities involve the collection, processing, and distribution of information. Examples include scientific research, information technology, and research and development.

Categorize components into the correct economic activity:

Primary	Secondary	Tertiary	Quaternary
corn	automotive industry	bankers	high tech innovators
farmer	factory worker	hotel manager	scientist
soybean	food processing	police officer	
tobacco	oil refinery	teacher	
wheat	steel worker	tourism	

The process of wheat, one of Argentina’s natural resources, from the primary activity to marketplace.

Answers might include:

