

## Task 1.1 Why Cooperate?

### Purpose

Think of a time you worked with someone else to solve a problem. Why did you cooperate with that individual? How did both of you benefit from working together?

People also cooperate in business to benefit each other, and the business as a whole. You may think of making money and competition when you hear the word business. A unique form of business is a cooperative. In a cooperative, people work together for the mutual benefit of everyone. Cooperative businesses still need to be profitable and not lose money, but they also focus on benefiting all that are part of the business.

All businesses, whether a cooperative or not, produce, manufacture, or market products or services. A dairy farm is an example of a business producing milk. Equipment such as tractors and combines are fabricated by manufacturing businesses. While marketing businesses help producers and manufacturers advertise and sell their products. An agricultural service business may spray crops, or consult a farmer on how to increase his or her production.

How does cooperation in your own life compare to cooperation in the business place? What types of agricultural business activities involve cooperation?

### Materials

#### Per pair of students:

- *Problem Card*

#### Per student:

- Pencil
- Computer with internet access

### Procedure

#### Part One – Cooperation

1. Obtain a *Problem Card* from your teacher.
2. Discuss the problem with your partner and list three solutions for solving the problem on the student worksheet. Include who would be involved in solving the problem.
3. Circle what you believe to be the best solution for solving the problem.
4. When called upon by your teacher, tell the class the problem on the card and your chosen solution.
5. While listening to the other classmates' on how they would make the decision, place a tally mark in the appropriate column of Table 1 that best describes who will be involved in making the decision.
  - Individual
  - Partner
  - Selected leader
  - Large group.
6. Answer the Part One analysis questions on the student worksheet.

#### Part Two – Role Play

1. Assign one of the following roles to yourself and your partner.
  - A businessperson who prefers to make decisions for him or herself.
  - A businessperson who is willing to cooperate with others and make group decisions.
2. Go to the following website: <https://forms.gle/8uaCgF918oYveZf2A>
  - You will make a business decision for four unique situations on the Green Acres farm.
3. Complete the following for each situation.
  - Answer the situational questions playing your chosen role.
  - Record your gain or loss for each situation in Table 2 on the worksheet.
  - Record why there was a profit or loss in the notes column.
  - Subtract your loss or add your gain to the net profit and enter the new adjusted net profit in Table 2.
4. Share your results with your partner and compare your decisions and the financial impact.
5. Answer the Part Two analysis questions on the student worksheet.

## Conclusion

1. How can cooperating with others be beneficial to a business?
2. What are other situations where a business may benefit from cooperating?
3. Why would a businessperson not want to cooperate with others?

## Task 1.1 Student Worksheet

### Top Three Solutions

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**Table 1. Decision Table**

Individual	Partner	Selected leader	Large group

### Part One Analysis Questions

- How did cooperation play a role in solving the problems?
- What were the characteristics of the problems solved by many people cooperating?
- What problems involved fewer people solving the problem?
- Why would you choose an individual to solve a problem rather than an entire group?

**Table 2. Business Profits**

Situation	Note	Gain or Loss	Net Profit
			\$35,000
Fuel			
Storage			
Spray			
Selling			

### Part Two Analysis Questions

- Who was more profitable, you or your partner? Why?
- Why would a business prefer to purchase their equipment and not share with others?
- Why may it be beneficial to hire licensed experts to work for a business?
- What types of business activities did each situation involve?