

Lesson Title: Benefits of Cooperation (Chapter 4)

Standards: Social Studies 8.3.3

Unit Outcomes Addressed by this Lesson

Students will understand the benefits of cooperatives.

Lesson Objectives (what the students will know and do by the end of this lesson)

Students will:

- a. List benefits of belonging to a cooperative.
- b. Identify the most important aspects of the benefits of cooperatives.
- c. Explain benefits of a cooperative to the community.

Lesson Level Assessment (how the objectives will be measured)

- a. Notes on Chapter 4
- b. Final Countdown activity
- c. Exit Slip
- d. Participation in class discussion (grading decisions are to be made by individual teachers)

Activities and Procedures (what the teacher and students will do during the lesson)

- a. Students will take notes from the Chapter outline presented by the teacher (see Chapter 4 Benefits of Cooperative Membership PowerPoint).
Time frame: 20 minutes
- b. Final Countdown - students will complete the template individually (see instructions below)
Time frame: 8-10 minutes
- c. After the students have completed the Final Countdown template, the teacher will facilitate a whole-class discussion in which students can volunteer to share their questions and ideas.
Time frame: 10-15 minutes
- d. Exit Slip: Would you like to be a member of a cooperative? Why or why not? (see handout below) Have students determine if they would consider being a member of a cooperative and explain why or why not.
Time frame: 5 minutes

Materials and Resources

- Copies of Chapter 4 from "Co-ops 101"
<http://www.rurdev.usda.gov/RBS/pub/cir55/c55text.pdf>
- Chapter 4 Benefits of Cooperative Membership PowerPoint
- Copies of "Note-Taking Organizer"

- Copies of "Final Countdown template"
- Copies of "Exit Slip"
- www.ag.ndsu.nodak.edu/qbcc/private/ for more resources

Note-Taking Organizer

	Benefit 1	Benefit 2	Benefit 3
Access			
Clout			
Earnings			
Political Action			
Local Economy			

Final Countdown

Purpose: To engage students in reflecting, evaluating and integrating their learning

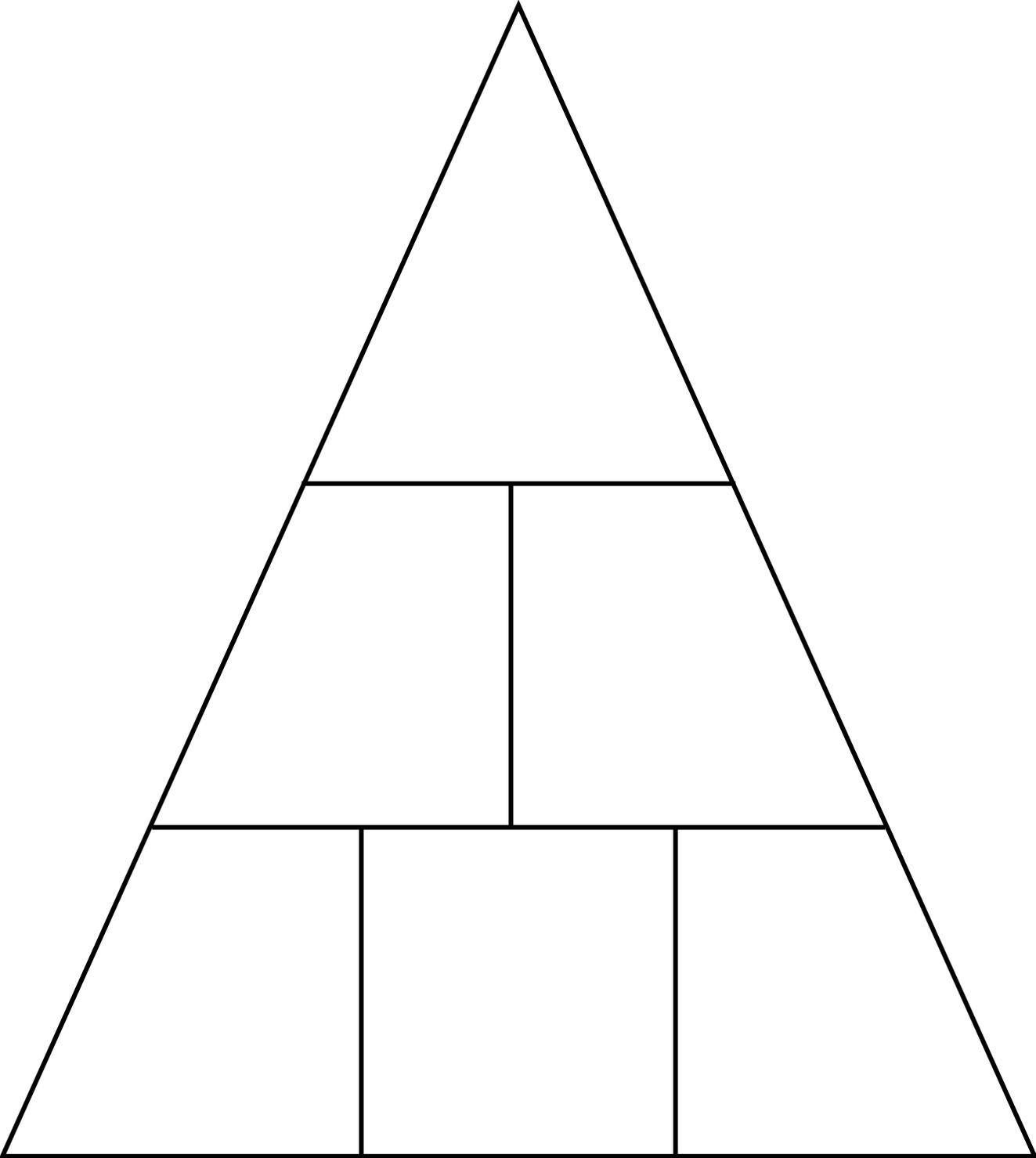
Description: This activity emphasized the important role that reflection plays in the learning process. Final Countdown provides learners with a framework for reflection, evaluation and integration of new knowledge into previously learned material.

Procedure:

1. Ask students to individually reflect over what they have learned about the topic being reviewed.
2. Using the Final Countdown worksheet, have students write the three most important things they learned about the topic on the bottom tier.
3. On the second tier of the Final Countdown, have students write two questions they still have about the topic. These should be questions that they expect to get answers to, likewise, questions they will get answers to.
4. Finally, on the top tier of the Final Countdown, have students write one way in which what they have learned relates or connects to material previously learned.

Rogers, S., Ludington, J. and Graham, S. 1999. Motivation and learning: A teacher's guide to building excitement for learning and igniting the drive for quality. Evergreen, CO: Peak Learning Systems.

Final Countdown



Chapter 4 Benefits of Cooperative Membership Notes

I. Benefits of Cooperative Membership

A. Access to quality supplies and services at reasonable cost

1. By bonding together and purchasing business supplies and services as a group, members can gain access to volume discounts and negotiate from a position of greater strength for better delivery terms, credit terms and other arrangements.
2. The larger the group purchasing supplies and services through the cooperative, the greater the potential for savings.
3. The more each individual member uses the supply operation, the more they save over doing business elsewhere.
4. Another option for cooperative members is to manufacture their own supplies and directly hire experts to provide essential services.

B. Increased clout in the market place

1. Marketing on a cooperative basis, like purchasing supplies and services, permits members to combine their strength while maintaining their status as independent business people.
2. The Capper-Volstead Act, a federal law, provides limited exemption from antitrust liability for marketing agricultural products on a cooperative basis.
3. Through cooperative marketing, members can share information and negotiate with buyers from a position of greater strength and security.
4. A cooperative can also serve as a vehicle for people selling goods and services to work with their customers to promote industry research, reduce regulatory burdens and develop markets for their products.

C. Share in the earnings

1. A non-cooperative firm retains its earnings for its own account.
2. A cooperative's earnings are usually allocated among its members on the basis of the amount of business each member did with the cooperative during the year.
3. A member's allocation, called a patronage refund, partially in cash and the remainder as an addition to their equity account in the cooperative.
4. If certain rules in the Internal Revenue Code are followed, the cooperative may deduct both the cash payouts and retain patronage refunds from its taxable income. This makes cooperative earnings particularly valuable.

D. Political action

1. A cooperative gives people a means to organize for effective political action.
2. Representatives from cooperatives can meet with legislators and will have more influence because they will be speaking for many, not just for themselves.

E. Local economy enhanced and protected

1. Businesses owned and controlled on a cooperative basis helps local communities.
2. Cooperatives generate jobs and salaries for local residents.
3. Cooperatives pay taxes to help finance schools, hospitals and other community services.
4. When many people share ownership of a cooperative, no individual or company can take it from your area or close down the business, but a business owned by one person can.

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