# **The Lemonade War**

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**Suggested Vocabulary-**

advertisement propaganda slump competition profit loss

reconciliation globalization franchise profit margin overhead costs inventory

sales competitive market competitor joint venture risk partnership

underselling permit monopoly inventory malicious mischief

meister pulverize crisis management waste total loss tax rate

negotiation slump

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| Chapter 1- Slump |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Language Arts | Character Development- Compare/Contrast Jesse and Evan using character traits |
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| Chapter 2- Break up |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Language Arts | Cause/Effect - Problem/Resolution- What was the real issue between Jesse and Evan? Identify each character's’ feelings using evidence from the chapter.  |
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| Chapter 3- Joint Venture |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Math | Problem Solving- p.33 Identify the error in the equation. How could Evan and Scott get an accurate inventory? Show your work. |
|  | Math | Problem Solving- p. 36Eight pictures of lemonade? What is the unknown variable? (# of cups in a pitcher at $.50 each day (second day). Forecast the possible earnings after 5 days of sells. Show your work |
|  | Social Studies/ Science | Draw a diagram or map of the neighborhood showing the location of Jessie’s and Evan’s home, Scott’s home, the lemonade stands and the traffic pattern using the description from the text. |
|  | Social Studies | Identifying different types of advertisement techniques. What kind of advertisement was used with each lemonade stand? Give examples of companies/products that use each type of advertisement identified. Why is advertising important?  |
|  | Language Arts and Social Studies | How has online shopping effected advertisement and sales? Do you think brick and mortar stores will eventually be replaced? Why or why not? |
|  | Language Arts  | Predicting/ Drawing Conclusions- What happened to the lemonade Jesse thought they had? How do you know?  |
|  | Language Arts | Analogy- Explain the analogy that Jesse used when she compared the way she felt when “Evan” made eye contact with getting caught cheating on a test. Why did Jesse choose cheating on a test as an example to explain her feelings? |
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| Chapter 4- Partnership |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Language Arts | Compare/Contrast- Perceived intentions/feelings between Jesse and Evan versus the reality of their intentions and feelings. Have you ever been in a situation where the perception did not match the reality? Explain the situation and the outcome.  |
|  | Math | Problem Solving- P. 44- 3 cups at $.50 out of $5 bill as payment (How much change should be given? Show your work.) |
|  | Math | Problem Solving-P. 53- $4.42-- break down and show your work to demonstrate the addition problem that Jesse did in her head Discussion Question- Why did Megan respond with “exactly”? When dealing with money, why is exact change important? Why can’t you just round numbers? |
|  | Math | Problem Solving-P. 55-- Show the calculations two more ways.Discussion Question- What is the earning potential with three more cans purchased by Meagan’s mom? Show two different ways to prove it with math. |
|  | Language Arts | Author’s Purpose/Foreshadowing- What are stereotypes? What are the stereotypes that the author references in her writing for both Jesse and Evan? What are the implications of stereotypes in this story as it relates to the problem/resolution?  |
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| Chapter 5- Competition |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Math | Problem Solving-P. 60 - How much have Evan and Scott earned in all? Show your work.How much did he have to spend to replenish the supplies he had started with from his own kitchen?How much lemonade would both Evan and Jesse have to sell to make their goal if they sold it for the same price as today? |
|  | L. Arts- Vocabulary | What does miser mean? How do you need?  |
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| Chapter 6- Underselling |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Math | Problem Solving-P. 69 --Show your work to explain 96 possible sales with 12 cans of lemonade? |
|  | Social Studies | Advertisement- In this chapter, what strategy did each sibling use? Can you think of any companies that have used either strategy? Was the strategy effective? |
|  | L. Arts- Vocabulary | What is a hypocrite? Do you think Evan was being a hypocrite? Why or why not? |
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| Chapter 7- Location, Location, Location |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Math | Percentages- Including the earnings from this chapter in the total, what is the % earned towards the goal? What is the percentage is profit for a $5.00 glass of lemonade.  |
|  | Social Studies | Law/Government- Research-- Who governs small businesses and laws in a state? What are the steps that you have to go through to start a small business in the state of Arkansas? |
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| Chapter 8- Going Global |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Math/ Economics | What is a profit margin? What is a loss? Who had a larger profit margin in Chapter 7 Jesse or Evan? Defend your answer with math. |
|  | Math | Problem Solving-Using the Megan’s and Jesse’s profit margin from 26 franchises, how much would Megan and Jesse earn per hour if they were being paid evenly for their labor?  |
|  | L. Arts | Graphic Text and Compare/ Contrast- Compare the picture of the receipt in the story with an actual receipt. What information is the same/different? Why are certain specifics important.  |
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| Chapter 9- Negotiation |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Language Arts | Have you ever competed against someone you really didn’t want to compete against? How did it make you feel? Did you give it your all or go easy on them? Why? |
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| Chapter 10- Malicious Mischief |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Math | Problem Solving- P. 138- Show the profit earned after deducting the overhead costs for both Jesse’s and Evan’s lemonade stand(s) in this chapter. Show your work. |
|  | Language Arts | Compare/Contrast the mischievousness that both sibling planned for the last day of sales. Do you think that one sibling was more mischievous than the other? Why?How do you think both siblings will feel at the end of the lemonade war?  |
|  | Language Arts | Foreshadowing- What were are the “fireworks” that Jesse is predicting? Why do you think she used the word “fireworks” to describe Evan’s reaction?What do you think happened to Jesse’s and Evan’s mom? How do you know? What clues has the author given? How do you think this affected the relationship of their family?  |
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| Chapter 11- Total Loss |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Mathematics | Problem Solving- Show the loss of profit for both siblings.Show the total $ that each earned taking into account the pre-war balance. How much more did Jesse have than Evan?  |
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| Chapter 12- Waiting Period |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Language Arts | Inferencing- What was Jesse feeling? Why? How do you know? Have you ever done something that you regretted? What was the end result? |
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| Chapter 13- Crisis Management |
| **Grade Level** | **Subject Area** | **Topic- Activity Idea** |
|  | Language Arts | Inferencing- What do you think was the crisis? How do you know? |
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| Chapter 14- Lesson Learned |
|  | Language Arts | Persuasive Writing- In the last chapter, Jesse’s and Evan’s mom references…”When one thing ends another begins.” Do you agree? Or disagree? Give examples to defend your opinoin.  |
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