

# Unit 7

## Industriousness

### Introduction

You have discussed the concept of responsibility in the previous unit. This unit will examine the importance of working hard and being on time. It will deal with the reason why it is important to work. It will also examine different economic systems and work ethics.

### Lessons

1. Work Hard and be on Time
2. The Importance of Work
3. Economic Systems
4. Work Ethics

### What you will learn

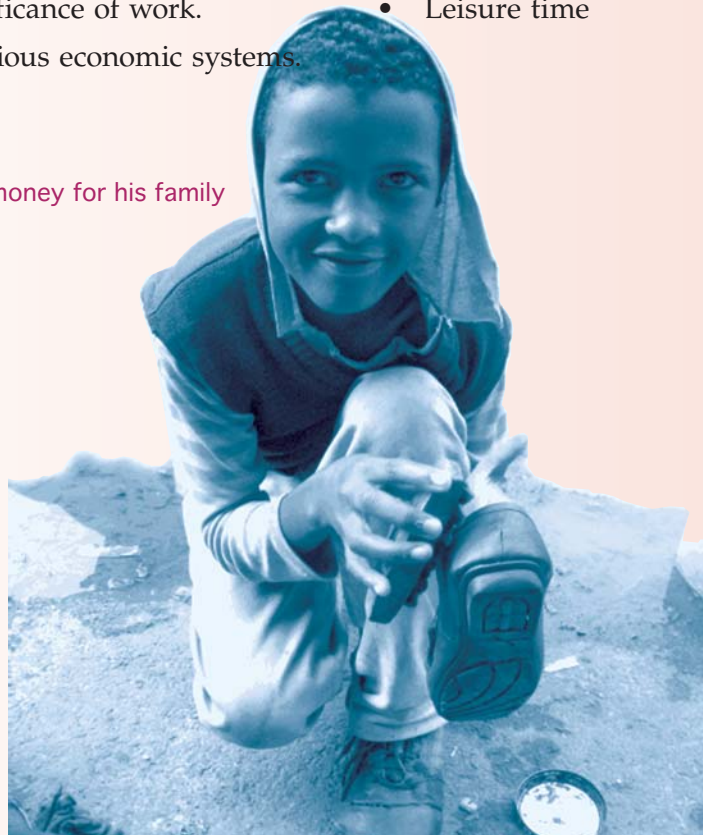
#### You will:

- recognize the significance of work.
- understand the various economic systems.

### Key words and concepts

- Blue collar workers
- Career
- Demand and supply
- Economic system
- Honesty
- Initiative
- Job
- Leisure time
- Loyalty
- Needs and wants
- Productivity
- Punctuality
- White collar workers
- Willingness to learn
- Work ethics

Shoeshine boy earning money for his family



# 1

## LESSON

# Work Hard and be on Time

By the end of this lesson, you should be able to:

- define what is meant by work.
- explain the purpose of work.
- identify positive attitudes towards work.

- Why do you think people work? Is it only about earning money?
- Why do you think it is important to be on time?

Discuss these two questions as a class.

You **work** to produce something useful. People first worked so they could eat. Because of this, they need to spend a lot of time working. You will get paid for doing work/job and others will benefit from what you produce. Work makes your life better.

You must respect all kinds of work. Some jobs in factories involve manual labour and a lot of energy and people who work in these jobs are called **blue-collar workers**. People who have jobs that don't involve manual labour and who work in offices are called **white-collar workers**. If you develop a skill in your work, that is called your **career**.

Work can be very satisfying if you do it well. It is not just about money. A doctor or nurse is very satisfied when they see patients get better. A builder is satisfied when he or she sees the finished house. A hairdresser is happy when he or she sends the customer away happy. However, respect for work also means being on time. This is called **punctuality**.

## CASE STUDY

In a small clinic in Addis Ababa Dr. Bruck was trying to save a life of a woman named Semira who was about to give birth. At 8:55 in the morning Dr. Bruck announced that there was a problem with the birth and that they needed to give Semira an operation. So the nurses rushed Semira to the operating room. While they were preparing for the operation they realized that Martha, the nurse who gives the anaesthetic (a medicine people take so that they won't feel pain

during an operation) was not there.

Although Martha should be at work at 8:30, she did not get there until after 9:00. She was **late**. The doctor insisted that if they waited for her any longer Semira might die.

Martha is often late. Because of this she always quarrels with Dr. Bruck. He has talked to her about it but she has not changed. She still comes late.

## Work Hard and be on Time

### Discuss

- What do you think about Martha's lateness?
- What do you think could happen if Martha doesn't get to work on time?
- ?** ➤ What do you think Martha should do?
- Have you ever been late for something important? What happened?
- Name some jobs where the effect of being late would be very serious.
- Name some jobs where you produce something and some jobs where you offer a service.
- Do you think you will feel happy and satisfied if you sit at work all day doing nothing?



A group of blue collar workers on a building site

### REMEMBER

- Work is for the purpose of producing something.
- Those involved in manual work which requires a lot of energy are called blue collar workers.
- Those who work in non-manual jobs are called white collar workers.
- A career is the skilled work you develop over a long period, *e.g.*, teacher, doctor, scientist, engineer etc.

# LESSON 2

## The Importance of Work

By the end of this lesson, you should be able to:

- describe the importance of work.
- be industrious and have good work ethics.

- Do you think work is important? If so why?
- Do you think that you can enjoy work?
- How? Discuss these questions.

You have many needs and wants. **Needs** are the necessities for survival such as food, clothing and shelter. You also **have** other requirements that make you more comfortable, like entertainment. In order to have these things that you need and want, you have to work. But you always have to fulfill your needs before you can have your wants.

Work is very important both for the person who is working and for everybody who benefits from the fruits of the work. You should also be proud of your work. You have to know that it is when you work that you can get job satisfaction—a reward for a job well done. This is called **self-fulfillment**.

When members of a community work, the community continues to be successful because of the work done by members. After long hours of work you have to take rest. You need to do this because it is good for your health. Rest also helps you to be energetic and ready to work the next day. You can also take a vacation for a few days to rest and enjoy yourself. This is called **spare time** or **leisure time**.

### CASE STUDY

Henry Ford was born in a town called Dearborn in the United States of America in 1863. At the age of 16 he got a **job** as an assistant to a machinist. Even at this early age Henry Ford wanted to make a car that an ordinary American farmer could buy. After **working** in his **spare time** for years he was successful in making his first car. Then, in 1903 he started the Ford Motor



Company and built a big factory. The company still makes Ford cars to this day all over the world. Until his death Henry Ford was one of the wealthiest men in the United States of America. He built his business from nothing, because he worked hard. A person who invests something new or who develops an idea from which he or she can build a business, is called an entrepreneur. Henry Ford was a very successful entrepreneur.

Source: Microsoft ® Encarta ® 2007. © 1993-2006

## The Importance of Work

Discuss in groups



- Do you think that it was good that Henry Ford worked hard, even in his spare time, to build his first car?
- Do you think what Henry Ford did was beneficial for him? In what ways?
- Do you know any entrepreneurs in your community?

# LESSON 3

## Economic Systems

By the end of this lesson, you should be able to:

- explain the different economic systems.

➤ Do you have any idea what economic systems are?

An **economic system** is a system by which we produce and distribute the commodities and services we need in life. These are either goods, like food, or services, like telecommunication and those you get when you go to the banks, hospitals etc. In other words, the country's economic system is a set of principles by which we use our resources in the most productive way. The term we use for needs and wants is called **demands**.

There is also a supply of resources which we use to satisfy our demands. Our demands are unlimited but the supply of what we want and need is limited, particularly where resources are scarce. Therefore, we have to find a way to **balance** our demands with our supply. This is done through the economic system.

### Command/Planned Economic System

There are different types of economic systems. In some countries decisions on what is going to be produced and how it is going to be distributed are made centrally by the government. This is called the **Command Economic System** or the **Planned Economic System**. In other words, the government decides what will be produced, who

will produce it, how it will be produced and how it will be distributed among the people. This is a system used in socialist countries.

### Free Market Economic System

On the other hand, the **Free Market Economic System** gives the freedom of producing, and distributing goods and services to the individuals. Any individual can produce and sell the goods and services that he/she believes will earn him/her a good reward. Therefore, if a lot of people want these products, the reward for the individual will be high. If no one wants them, then there will be no reward for the individual. Through competition businesses are forced to work harder and we, the consumers, get a better service. Those who work for the state and think that they will be paid, no matter what they do, may become unproductive.

### Mixed Economic System

There is another system which is a mixture of the two economic systems. This system is called a **Mixed Economic System**. In this third system, individuals decide what to produce and how it is distributed. However, this is in line with the priorities which include services that are essential to the people. Therefore, the government has a part in deciding what to produce and how to distribute it. It may offer incentives for people to invest in certain industries if it thinks that they will benefit the country.

# Economic Systems

## CASE STUDY

### The Chinese and the United States' Economies



Flag of China

For a very long time the Chinese had a command economic system. The government decided what was to be produced, how it was produced and how it was distributed. The government also took what the farmers produced and decided what the price was for that product. Individuals were not allowed to be owners of big companies.

In the United States it is the individual that decides



Flag of the U.S.A.

what he/she thinks people want. By producing what the people want it is possible to become rich. So it is the people and market that decide what should be produced, how it is produced and how much it costs. There is more choice if companies compete against each other. But there is also a risk for the owner of the business as he or she has to work out what to produce. In order to identify what the market wants, the business needs to undertake market research.

Form two groups in the class and compare the workings of command and market economies in terms of answering questions.



Steps	Group 1	Group 2
	Command Economy	Market Economy
Step 1	One student is nominated	All questions are given to all the members of the group by the teacher
Step 2	The nominated student distributes questions to members of the group.	Each member chooses which question to work on his/her own
Step 3	Members take 10 minutes to answer the questions	After 10 minutes each member submits the answers to the teacher
Step 4	Give the answers to the nominated student	Each student is given marks according to the question she/he chose to do
Step 5	After the answers are corrected, the nominated student distributes the marks equally to all members	

## Economic Systems

### Discuss



- Try to describe the features of the activity undertaken in each group?
- How are the two groups similar and how are the two groups different?
- Which one of the activities do you think will benefit the members of the group?

### Discuss



- What do you think about the different types of economic systems?
- Which system do you think is better?

### Globalization

Today people of the world are coming closer to each other. Compared to the past, people these days

share similar cultures and they consume goods and services produced in different parts of the world. This phenomenon is called globalization. Globalization is a process that has been increasing over time. The development in transportation and communications technology has helped people to communicate more and share lots of ideas and products. A young man living in Africa wears trousers made in China, a t-shirt made in Europe and plays with a toy made in the U.S.A. This is part of globalization.

Globalization has both positive and negative impacts. The fact that people have more choice to consume products is a positive impact. However, because of globalization, some cultures are perishing. This is a negative impact.

## REMEMBER

- ❑ An economic system is a system which we use to decide how we will produce and distribute goods and services.
- ❑ There are three different types of economic systems.
- ❑ Under a Command/Planned Economic System the government decides what is going to be produced and how it is going to be distributed.
- ❑ In a Free Market Economic System individuals decide what is going to be produced and how it is distributed.
- ❑ A Mixed Economic System is a mixture of these two types of economic systems where the government has an economic policy and gives some guidance.



# 4

## LESSON

# Work Ethics

By the end of this lesson, you should be able to:

- describe work ethic.
- act in an ethical way in your school and class activities.

➤ What do you think 'work ethic' means?

Discuss this with your class

Ethiopia is one of the countries which are backward or under-developed. One of the reasons for this is the low level of work ethic of its people. In order for your country to catch up with other more developed countries you have to work very hard. In order to work hard you need to have a **work ethic**. If you do not develop the required work ethic, Ethiopia will remain backward and the people will stay poor.

## CASE STUDY

Even when he was a child, Warren Stanley spent many Saturday afternoons at his neighbours helping them with work in their house. When one of his neighbours needed support, he and his family were there helping. Until he was 18 year old he always did this. This helped him to develop a work ethic. Warren Stanley became very successful. He worked very hard in his job and has his own company now. He is also a member of the board of directors

of six institutions. Being a board member for six institutions takes up a lot of time but Stanley is very dedicated and spends most of his time working. By doing this he has benefited himself, his family and his community.

Source: Minneapolis Business Journal, January 7, 2005



Discuss

➤ How did Stanley develop a work ethic?

You will have a good work ethic if you can follow these principles:

**Punctuality:** This means arriving at work on time. You are paid for your time. You need to be there to get all your work done.

**Honesty:** Honesty at work means spending working hours and resources totally on work. Some people spend too much time talking to their friends over tea and coffee. When you are

employed, you agree to spend all your working hours on work. You do not take things from the office like pens or paper. That is dishonest.

**Willingness to learn:** This means understanding the way things are done at your work place and trying to do it better. Any person, however experienced, will learn new things as time passes. So, you have to be willing to learn so that you can do a better job.

## Work Ethics

**Initiative:** This means being prepared to see what needs doing and to do the work without always being asked or told to do it. When you finish a piece of work and see something else that needs doing, you have to take the initiative. This helps to get more work done.

**Loyalty:** It is important always to support

your employer and do what is best for the growth of the organization.

**Maximizing Productivity:** This is the ability to do high quality work faster and efficiently. Some workers produce good quality but they are slow. Others work quickly but the quality of the work is poor. You need to do your best.

### Discuss

Copy this table in your exercise book and try to rate yourself. Put a tick against the right description for you. How can you improve your performance if it is not good or excellent?

Name				
	Bad	Fair	Good	Excellent
Punctuality				
Honesty				
Willingness to learn				
Initiative				
Loyalty				
Hard worker				

### REMEMBER

- Having a good work ethic is very important for being effective at work.
- Having a work ethic also helps your personal development.
- Having a work ethic means being punctual, honest and loyal. It also means taking the initiative, maximizing productivity and having the willingness to learn.

## UNIT SUMMARY

In this unit, you have seen the importance of becoming industrious or hard working. You have discussed the importance of working hard and developing the habit of getting to work on time. You also saw that having a good work ethic is important if you are to get the maximum benefit from the work you do. You have seen the three economic systems. The command economic system is one where all economic decisions are made by the central government. The market economic system is one where the people are free to make economic decisions. And finally, the mixed economic system is a mix of both the command and market economic systems.

## GLOSSARY

<b><i>Blue collar workers:</i></b>	Those workers involved in jobs that require manual labour and a lot of energy.
<b><i>Career:</i></b>	The skilled work which a person develops over a period of time.
<b><i>Command Economic System:</i></b>	An economic system where the government decides what is going to be produced and how it is distributed.
<b><i>Demand:</i></b>	The products which we need and want in life.
<b><i>Economic System:</i></b>	A system by which we produce and distribute the things we need and want.
<b><i>Entrepreneur:</i></b>	A person who sees a good opportunity for a new business and works hard to make it grow. Entrepreneurs are very important for the economy.
<b><i>Free Market Economic System:</i></b>	An economic system where individuals can decide what to produce and how to distribute it.
<b><i>Honesty:</i></b>	Spending working hours and resources on work.
<b><i>Initiative:</i></b>	Doing what needs to be done without being told to do so.
<b><i>Leisure Time:</i></b>	Time after work spent on rest and other activities.
<b><i>Loyalty:</i></b>	Supporting your employer and doing what is best for the organization.
<b><i>Mixed Economic System:</i></b>	An economic system which is a mixture of the command and market economic systems.
<b><i>Needs:</i></b>	Necessities which are important to survive like food, clothing and shelter.
<b><i>Productivity:</i></b>	Doing high quality work as quickly and efficiently as possible.
<b><i>Punctuality:</i></b>	Being on time.

<b>Supply:</b>	Resources we use to satisfy our demands.
<b>Wants:</b>	Requirements to better our lives and provide comfort but which we do not need.
<b>White collar workers:</b>	Workers involved in jobs that don't require manual labour and a lot of physical energy.

## UNIT REVIEW EXERCISES

Do these review exercises in your exercise book.

### Part I – Multiple choice

1. .... is to produce something useful.  
 (a) job                                      (b) career  
 (c) work                                    (d) time
2. .... is worker with a job involving manual labour.  
 (a) blue collar worker  
 (b) career  
 (c) white collar worker
3. .... is a worker with a job not involving manual labour.  
 (a) blue collar worker

- (b) career  
 (c) white collar worker

### Part II – True or false

1. Needs and wants are the same
2. A command economic system is where economic decisions are made by the people.
3. Initiative means taking decisions by oneself.
4. Punctuality means arriving at work on time.