

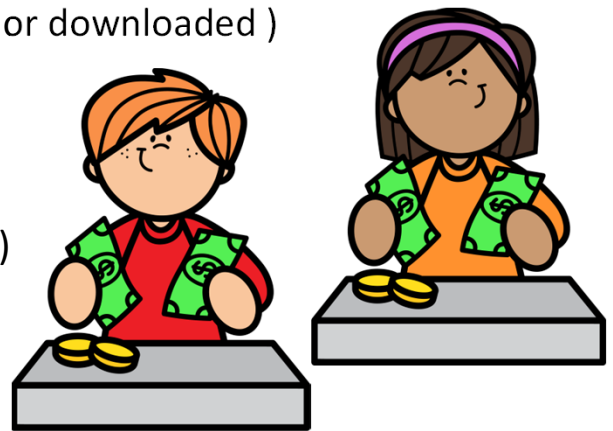
Auction Sale Lesson Plan

Objectives:

- Students will understand the concept of an auction sale and how it relates to wise money decision making (financial literacy)
- Students will learn about budgeting, saving, and making informed purchasing decisions.
- Students will practice basic math skills, including addition, subtraction, and budget calculations.
- Students will develop critical thinking skills by evaluating and comparing items for sale.

What is Needed:

- Items for auction (can be real objects or pictures) establish a base price for these
- Play money (could be created by the teacher or downloaded)
- Poster paper and markers
- Calculators (optional)
- Worksheets for budget calculations (optional)
- Display (*computer/projector*)



Day 1 Introduction:

- Begin the lesson by asking the students if they know what an auction sale is and if they have ever participated in one.
- Show examples of auction sales through pictures or videos and explain that an auction sale is a public event where items are sold to the highest bidder.
- Discuss how auctions can be a fun way to buy and sell items but also require careful financial decision-making.

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Day 1 Continued:

- Introduce the concept of financial literacy and explain that it is the knowledge and skills needed to make informed decisions about money.
- Discuss the importance of budgeting, saving, and making smart purchasing choices.
- Engage the students in a brief class discussion about their experiences with money and how they manage their own allowances or earnings.

Day 2: Preparing for the Auction

- Explain to the students that they will be participating in a classroom auction to practice their financial literacy skills.
- Show the items that will be auctioned (real objects or pictures) and provide a brief description of each item and the starting bid price.
- Discuss the importance of setting a budget and explain that each student will receive a specific amount of play money (*\$50-\$100 is reasonable based on the prices of the items to be auctioned*) to use during the auction.
- Distribute play money to each student and explain that they need to plan their spending wisely within their budget.
- Give each student a budget calculation worksheet (optional) and ask them to determine how much money they can allocate to each item.
- Discuss strategies for making informed purchasing decisions, such as considering the value, quality, and usefulness of an item.

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Day 3: Auction Day

- Set up the classroom with desks or tables arranged in an open space to mimic an auction setting.
- Display each item up for auction and briefly describe it again, including any relevant details.
- Assign one student to act as the auctioneer and another as the timekeeper.
- Begin the auction by allowing students to bid on the first item. Encourage active participation and remind students to stay within their budget limits.
- The auctioneer should announce the highest bid for each item and award it to the respective student.
- Assign somebody to record the item and the name of the winning bidder.
- After the auction, lead a class discussion about the choices students made and what factors influenced their bidding decisions.
- Emphasize the importance of saving money and making thoughtful financial choices.

Extension Activities (optional):

- Ask students to write a short reflection about their experience participating in the auction and what they learned about financial literacy.
- Create a classroom display showcasing the items sold at the auction, along with explanations of the financial decisions made by the students.

Note: *It's important to ensure that the auction items are affordable and accessible to all students, and that the focus remains on learning financial literacy concepts rather than acquiring expensive items.*



What is an Auction Sale?

An auction sale is a special kind of event where people go to buy things at the auction sale. It is like a big game where people bid on items they want to buy. Bidding means saying how much money you are willing to pay for something.

Here's how it works: First, the auctioneer, who is like the boss of the auction, shows an item to everyone. It can be anything like a painting, a toy, or even an old book. Then, the auctioneer starts with a price and asks if anyone wants to buy it for that amount. If someone wants to buy it, they raise their hand and say "yes" or nod their head. If nobody bids, the auctioneer will offer it at a lower price to start the bidding.

But here's the exciting part: If more than one person wants to buy the item, they start bidding. Each person says a higher price than the previous person. They keep going until only one person is left, and they win the item.

Auction sales can be really fun because people get to compete with each other and try to get the things they want. Some auctions even have special rules, like you can bid by raising a special card or making a sound.

At the end of the auction, the person who wins the bidding gets to take the item home. They have to pay the amount they bid to the auctioneer. Auction sales are a way for people to buy and sell things in a special and exciting way.

1. How would you be able to make sure you get the item you bid on at an auction?
2. Why would people bid against each other on an auction?
3. When is an item finally sold at an auction?

Auction Day!



1. Take some time to look at all the items that are up for bidding.

There might be things like toys, books, or even artwork.

*Decide which items you like and might want to bid on.

2. Have a card with your name on it to hold up when you want to bid. *(In a real auction, usually a number is given.)*

3. Listen to the auctioneer: The auctioneer will stand in front of everyone and start calling out the items one by one. Listen carefully to what they say about each item, like what it is and what condition it's in.

4. Raise your card with your name on it when the auctioneer starts the bidding for an item you like, the auctioneer will see you and might say your name out loud.

5. Bidding against others: Once you raise your hand/name card, other people may also want to bid on the same item. The auctioneer will announce the current highest bid, and if you want to keep bidding, you can raise your number again. Remember, you should only bid if you really want the item and are willing to pay for it.

6. Winning the bid: The bidding will keep going until there are no more people willing to bid. If you have the highest bid when the auctioneer says, "Sold!" then congratulations, you've won the item! The auctioneer will ask for your bidding number to confirm the win.

7. Paying for the item: After winning the bid, you will need to pay for the item. Usually, the auction staff will help you with that. You can use money to pay for the item you won. Make sure you have enough money to pay the price you bid.

8. Once you've paid for the item, it's yours.

9. Remember, bidding at an auction can be exciting, but it's also important to be respectful to others and not bid on things you don't really want.



The Role of an Auctioneer

The auctioneer explains how the auction will work. He will tell people to raise their hands or call out a price if they wanted to bid on the painting. The person who bid the highest amount would win the painting.

"Let's start the bidding at \$25," the auctioneer would say, looking around the room. "Do I hear \$25?"

People would start to raise their hands or call out higher prices if they wanted to bid. The auctioneer would keep an eye on the crowd and point to the person who made the highest bid.

"I see \$30 over there!" the auctioneer would say, pointing to a person. "Do I hear \$40?"

The auctioneer would continue this process until there were no more bids. He would then announce the final bid and congratulate the winner.

"Sold to the person in the blue shirt for \$50!" the auctioneer would declare, pointing to the lucky winner. "Congratulations!"

The auctioneer would thank everyone for coming and invite them to the next auction. He would then move on to the next item and start the bidding process all over again.

And that's how an auctioneer starts an auction and what he says. It's an exciting and fun way to buy and sell things to the highest bidder!

1. Why would the auctioneer have to pay close attention to the audience?
2. How does the auctioneer start the auction?
3. How do you make a higher bid on an item you want?
4. How can you win an auction item you really want badly?

Auction Items List A:

1. _____ 17. _____

2. _____ 18. _____

3. _____ 19. _____

4. _____ 20. _____

5. _____ 21. _____

6. _____ 23. _____

7. _____ 24. _____

8. _____ 25. _____

9. _____ 26. _____

10. _____ 27. _____

11. _____ 28. _____

12. _____ 29. _____

13. _____ 30. _____

14. _____ 31. _____

15. _____ 32. _____

16. _____ 33. _____

Auction Items List B:

1. _____ 17. _____

2. _____ 18. _____

3. _____ 19. _____

4. _____ 20. _____

5. _____ 21. _____

6. _____ 23. _____

7. _____ 24. _____

8. _____ 25. _____

9. _____ 26. _____

10. _____ 27. _____

11. _____ 28. _____

12. _____ 29. _____

13. _____ 30. _____

14. _____ 31. _____

15. _____ 32. _____

16. _____ 33. _____



My Auction Budget Planner

I have \$ _____

Auction Items I want to Buy:

1. _____ Cost: \$

2. _____ Cost: \$

3. _____ Cost: \$

4. _____ Cost: \$

Total:

Auction Items I Bought:

1. _____ Cost: \$

How much money do I have left:

2. _____ Cost: \$

How much money do I have left: \$

3. _____ Cost: \$

How much money do I have left: \$

4. _____ Cost: \$

Total money left over:

\$ _____

Item, Highest Bidder and Price:

Item	High Bidder Name:	Bid Price:

Auction Sale Reflections

- 1) What was your favorite item that was up for auction, and why did you like it?
- 2) Did you feel excited or nervous during the auction? Why?
- 3) Did you manage to bid on any items? How did you decide which items to bid on?
- 4) What strategies did you use to try and win the items you wanted?
- 5) Were there any surprises during the auction? If so, how did you react?
- 6) Did you have enough money for the items you had hoped to buy?
- 7) Did you have a budget for the auction? How did you decide how much to spend?
- 8) Did you have any regrets about the items you bid on or didn't bid on? Why?
- 9) Did you notice any interesting bidding patterns or strategies from other students? What were they?
- 10) How would you approach a future auction differently based on your experience in this mock auction?

