

Geography	Monday	Tuesday	Wednesday	Thursday	Friday
Objective	Content Objective: TSWBAT define terms from Era I. Content Objective:	Content Objective: TSWBAT identify critical elements of Era I. MEAP testing begins today. Hours 1-3 only. Repeat this lesson plan for Thursday 4-7 hours.	Content Objective: TSWBAT identify critical elements of Era I. MEAP testing begins today. Repeat Tuesday lesson plan for Wednesday 4-7 hours.	Content Objective: TSWBAT identify critical elements of Era I.	Content Objective: TSWBAT summarize current events as presented in the Channel One netcast.
	Language Objective (SIOP): S.1 Use spoken language for daily activities within and beyond the school setting. L.1 Follow simple and complex directions.	Language Objective (SIOP): S.1 Use spoken language for daily activities within and beyond the school setting. L.1 Follow simple and complex directions.	Language Objective (SIOP): S.1 Use spoken language for daily activities within and beyond the school setting. L.1 Follow simple and complex directions.	Language Objective (SIOP): S.1 Use spoken language for daily activities within and beyond the school setting. L.1 Follow simple and complex directions.	Language Objective (SIOP): S.1 Use spoken language for daily activities within and beyond the school setting. L.1 Follow simple and complex directions.
Assessment	Students will be assessed orally.	Summative Entrance Exam in Library.	Oral assessment.	Oral assessment. Prepare for written assessment on Monday. Book Library for Tuesday.	Channel One Type 2 writing: summarize 3 events from the netcast.
Activity	MEAP skill: Listening skills.	MEAP skill: Gourmet Curriculum short informational texts and CCSS style questions. Modified Cornell Notes.	MEAP skill: Gourmet Curriculum short informational texts and CCSS style questions. Modified Cornell Notes.	MEAP skill: Gourmet Curriculum short informational texts and CCSS style questions. Modified Cornell Notes.	MEAP skill: Gourmet Curriculum short informational texts and CCSS style questions. Modified Cornell Notes.
Vocabulary	agrarian society Agricultural Revolution archeology cause and effect cultural adaptation culture historical inquiry hunter-gatherer societies migration turning point world history 5 Themes of Geography nomads	agrarian society Agricultural Revolution archeology cause and effect cultural adaptation culture historical inquiry hunter-gatherer societies migration turning point world history 5 Themes of Geography nomads	agrarian society Agricultural Revolution archeology cause and effect cultural adaptation culture historical inquiry hunter-gatherer societies migration turning point world history 5 Themes of Geography nomads	agrarian society Agricultural Revolution archeology cause and effect cultural adaptation culture historical inquiry hunter-gatherer societies migration turning point world history 5 Themes of Geography nomads	As noted in the Channel One broadcast.
Strategy	Lecture, visual modality, model examples.	Lecture, visual modality, model examples, guided practice and assessment.	Lecture, visual modality, model examples.	Lecture, visual modality, model examples.	NCA: Type 2 John Collins writing
Published to:	http://www.mrmcgirr.com/downloads-9/index.html				

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<p>CCS</p>	<p>RH.6-8.1. Cite specific textual evidence to support analysis of primary and secondary sources. RH.6-8.2. Determine the central ideas or information of a primary or secondary source; provide an accurate summary of the source distinct from prior knowledge or opinions. RH.6-8.3. Identify key steps in a text's description of a process related to history/social studies (e.g., how a bill becomes law, how interest rates are raised or lowered). RH.6-8.4. Determine the meaning of words and phrases as they are used in a text, including vocabulary specific to domains related to history/social studies. RH.6-8.5. Describe how a text presents information (e.g., sequentially, comparatively, causally). RH.6-8.6. Identify aspects of a text that reveal an author's point of view or purpose (e.g., loaded language, inclusion or avoidance of particular facts). RH.6-8.7. Integrate visual information (e.g., in charts, graphs, photographs, videos, or maps) with other information in print and digital texts. RH.6-8.8. Distinguish among fact, opinion, and reasoned judgment in a text. RH.6-8.9. Analyze the relationship between a primary and secondary source on the same topic. RH.6-8.10. By the end of grade 8, read and comprehend history/social studies texts in the grades 6-8 text complexity band independently and proficiently.</p>	<p>RH.6-8.1. Cite specific textual evidence to support analysis of primary and secondary sources. RH.6-8.2. Determine the central ideas or information of a primary or secondary source; provide an accurate summary of the source distinct from prior knowledge or opinions. RH.6-8.3. Identify key steps in a text's description of a process related to history/social studies (e.g., how a bill becomes law, how interest rates are raised or lowered). RH.6-8.4. 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<p>31a Plans Note: 31a Staff may be reassigned by the office to cover other classes without notice. In such cases, these plans do not apply.</p>	<p>The Aide Will Be Able To (TAWBAT) administer such needs as required by the students qualifying under the Title 1 Program as applied for in FS-4731-A (Page 4) under section C. No 31a Aide has been assigned at this time.</p>	<p>The Aide Will Be Able To (TAWBAT) administer such needs as required by the students qualifying under the Title 1 Program as applied for in FS-4731-A (Page 4) under section C. No 31a Aide has been assigned at this time.</p>	<p>The Aide Will Be Able To (TAWBAT) administer such needs as required by the students qualifying under the Title 1 Program as applied for in FS-4731-A (Page 4) under section C. No 31a Aide has been assigned at this time.</p>	<p>The Aide Will Be Able To (TAWBAT) administer such needs as required by the students qualifying under the Title 1 Program as applied for in FS-4731-A (Page 4) under section C. No 31a Aide has been assigned at this time.</p>	<p>The Aide Will Be Able To (TAWBAT) administer such needs as required by the students qualifying under the Title 1 Program as applied for in FS-4731-A (Page 4) under section C. No 31a Aide has been assigned at this time.</p>

Economics	Monday	Tuesday	Wednesday	Thursday	Friday
Objective	<p>Content Objective: TSWBAT explain how labor markets work, depend on supply and demand, skilled vs. unskilled labor and the impact of education on wages.</p> <p>Language Objective (SIOP): Lecture, visual modality, examples, use prior knowledge from the "Job Labor Market" activity during the week.</p>	<p>Content Objective: TSWBAT explain how labor markets work, depend on supply and demand, skilled vs. unskilled labor and the impact of education on wages.</p> <p>Language Objective (SIOP): Lecture, visual modality, examples, use prior knowledge from the "Job Labor Market" activity during the week.</p>	<p>Class does not meet due to the MEAP Test window. If not, continue with lecture/simulation</p>	<p>Content Objective: TSWBAT explain how labor markets work, depend on supply and demand, skilled vs. unskilled labor and the impact of education on wages.</p> <p>Language Objective (SIOP): Lecture, visual modality, examples, use prior knowledge from the "Cartels and Competition" activity during the week.</p>	<p>Content Objective: TSWBAT explain how labor markets work, depend on supply and demand, skilled vs. unskilled labor and the impact of education on wages.</p> <p>Language Objective (SIOP): Lecture, visual modality, examples, use prior knowledge from the "Cartels and Competition" activity during the week.</p>
Assessment	<p>Oral assessment, Students will create a NCA Type 3 writing from the simulation this week. Vocabulary extension: Word bank below will be used as an FCA.</p>	<p>Students will write an evaluation of the simulation using the vocabulary as a word bank.</p>	<p>Students will write an evaluation of the simulation using the vocabulary as a word bank.</p>	<p>Students will write an evaluation of the simulation using the vocabulary as a word bank.</p>	<p>Students will write an evaluation of the simulation using the vocabulary as a word bank.</p>
Activity	"Job Labor Market" simulation & "Indentured Servitude" simulation	"Job Labor Market" simulation & "Indentured Servitude" simulation	"Job Labor Market" simulation & "Indentured Servitude" simulation	"Job Labor Market" simulation & "Indentured Servitude" simulation	"Job Labor Market" simulation & "Indentured Servitude" simulation
Vocabulary	Derived demand Productivity Labor supply Technology Total labor income / Individual income Investment Excess demand / Excess supply Unemployment	Derived demand Productivity Labor supply Technology Total labor income / Individual income Investment Excess demand / Excess supply Unemployment	Derived demand Productivity Labor supply Technology Total labor income / Individual income Investment Excess demand / Excess supply Unemployment	Derived demand Productivity Labor supply Technology Total labor income / Individual income Investment Excess demand / Excess supply Unemployment	Derived demand Productivity Labor supply Technology Total labor income / Individual income Investment Excess demand / Excess supply Unemployment
Strategy	Lecture and simulation, Some review of the simulation from last week will happen today.	Lecture and simulation. Video on the Puritans in New England will be inserted when appropriate.	Lecture and simulation. Video on the Puritans in New England will be inserted when appropriate.	Lecture and simulation. Video on the Puritans in New England will be inserted when appropriate.	Lecture and simulation. Video on the Puritans in New England will be inserted when appropriate.

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<p>CCS & National Standards Addressed:</p>	<p>SL.7.6. Adapt speech to a variety of contexts and tasks, demonstrating command of formal English when indicated or appropriate. L.7.1. Demonstrate command of the conventions of standard English grammar and usage when writing or speaking. L.7.4. Determine or clarify the meaning of unknown and multiple-meaning words and phrases choosing flexibly from a range of strategies.</p> <p>Standard 4: Incentives Matter People respond predictably to positive and negative incentives.</p> <p>Standard 13: Income and Productivity Income for most people is determined by the market value of the productive resources they sell. What workers earn depends, primarily, on the market value of what they produce and how productive they are.</p> <p>Standard 15: Investment Investment in factories, machinery, new technology, and in the health, education, and training of people can raise future standards of living.</p> <p>Standard 19: Unemployment Unemployment imposes costs on individuals and nations. Unexpected inflation imposes costs on many people and benefits some others because it arbitrarily redistributes purchasing power. Inflation can reduce the rate of growth of national living standards because individuals and organizations use resources to protect themselves against the uncertainty of future prices.</p>	<p>SL.7.6. Adapt speech to a variety of contexts and tasks, demonstrating command of formal English when indicated or appropriate. L.7.1. Demonstrate command of the conventions of standard English grammar and usage when writing or speaking. L.7.4. 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Lesson 5 Simulation

The Job Jungle: A Labor Market Game*

Participants:

- **Workers:** Twenty or more students to act as workers in search of employment.
- **Employers:** Four to six students (or 8-12 students in pairs) to act as employers in the competitive kite industry.
- **Educator:** 1 or 2 students (or classroom aides) who can enhance the labor market skills of workers.

Goals:

Workers: The goal of each worker is to earn the greatest total income. Workers earn income by finding an employer who will hire them at a mutually acceptable wage or by remaining unemployed and receiving public assistance. **The winning Worker receives \$5.**

Employers: The goal of each employer is to generate the greatest total profits. Profits are equal to the difference between revenues and costs of production. Employers must hire workers in order to produce kites, which generate revenues. The costs of production are determined by the wages negotiated between workers and employers. Employers try to negotiate relatively low wages in order to increase profits, while workers seek relatively high wages to maximize total income. **The winning Employer receives \$5.**

Skills & Endowments:

Low-skilled workers: (*yellow 3×5 index card*) All workers begin the first round as LOW skilled. These workers carry a yellow card that identifies them to employers as LOW skilled. Yellow cards have a random wealth endowment of \$4, \$5, or \$6 written on the back, so all workers start off with some resources.

High-skilled workers: (*pink 3×5 index card, or any color different from low-skilled, except green. “Green card” introduces unnecessary complication to the activity.*) At the end of any round, a worker may become HIGH skilled by acquiring an education from an educator. The worker pays \$25 out of total income for this education. The educator gives the worker a pink card and collects the worker’s yellow card, subtracting the “tuition” from the worker’s total. (*Note: No borrowing is allowed; workers must have total income of at least \$25 to become HIGH skilled.*)

How to Play the Game:

1. Discuss labor demand and supply with students. Instructors must prepare participants for this exercise with a discussion of derived demand for and supply of labor. The demand side discussion should explain why profit-maximizing employers will not offer more than the value of a worker's marginal product. The supply side discussion should highlight the opportunity cost a worker faces when considering whether to accept a wage offer. This is a bare-bones discussion. Other issues, such as working conditions, unemployment insurance, or economic fluctuations are not important at this point.
2. Distribute the game pieces. All workers receive low-skill cards to start the game. Each employer receives an Output and Marginal Product Schedule and a colored pen. Give the high-skill cards and a different colored pen to each educator.
3. Market price and public assistance. Ask employers and their consultants to distribute themselves around the room; they can move around later if they want to.
 - Announce to employers that the competitive market price of kites is \$10. (You may change the price from round to round, depending on how complex you want to make the game.)
 - (*Option*) Announce to yellow card workers that if they do not find an acceptable job offer, they receive \$15/round in income from public assistance programs. In later rounds, announce to pink card workers that they receive \$35/round in income from public assistance programs if they do not accept a job offer.
4. Repeat the goals of workers and employers.
 - Note that total income and total profits are cumulative. Workers add their initial endowment to the income received in all rounds, and then subtract any education costs, to compute total income. Employers add profits generated in all rounds to compute total profits.
 - Announce rewards for the winners once again.
5. Explain the hiring process.
 - A job lasts for **only one round**. (Make sure that workers and employers know that they are bargaining over wages in each round. Remind employers that the value of the marginal product changes with each new worker hired!)
 - When an employer and worker agree on a wage, the employer writes the wage and his or her name or ID on the worker's card with the colored pen. This ensures that workers do not try to sell their services twice in the same round because they have found a better offer.
 - **Once made, a deal cannot be broken – by either the employer or the worker.**
 - Employers also record wages paid on their Output and Marginal Product Schedule.
6. Explain how workers acquire skills.
 - At the end of any round, workers may choose to become HIGH skilled by paying \$25 to an educator. The educator deducts \$25 from the total income shown on the worker's yellow card and writes the new total on the worker's pink card. Workers do not keep their yellow cards!
 - Once they have invested in an education, they cannot undo this investment.
7. Play the first round. The first round may last 6-8 minutes as workers search for better job offers.

- It is better to place a time limit on each round and announce the time remaining when the end approaches.
- Ask all workers to sit down when the round ends.
- Make sure that employers/consultants keep timely records on each round.

8. Ending the game. The game can be stopped after two or three rounds.

- If more rounds are played, some of the variations discussed below should be used to keep the participants interested.
- After potential winners have been identified, be sure to check their math. Mistakes are often made by employers.
- In the event of a tie, a coin toss is used to determine the winner.

Game Variations:

Economic Fluctuations: The effects of economic expansions and contractions can be added by changing the output price of kites. An output price of \$6 reduces equilibrium employment by one yellow and one pink card worker for each employer. Similarly, an output price of \$20 increases employment of each type by one worker.

Public Assistance: The effects of public assistance programs can be illustrated by changing the amount of assistance paid to each type of worker. If high skill card workers receive \$15 during unemployment, for example, more high skill workers are employed at the new equilibrium wage of \$20.

New Employers or Entry: The effects of entry on profits can be shown by allowing workers who have earned \$100 to become employers. The new entrants drive profits close to zero if the game is played for several rounds.

Over-qualified workers: Allow high-skill card workers to accept low-skill jobs. This will act to equalize wages between yellow and pink card workers.

Lesson 5 – Labor Markets

Key Terms

Derived demand

Productivity

Labor supply

Technology

Total labor income / Individual income

Investment

Excess demand / Excess supply

Unemployment

National Content Standards Addressed

Standard 4: Incentives Matter

People respond predictably to positive and negative incentives.

- Acting as consumers, producers, workers, savers, investors, and citizens, people respond to incentives in order to allocate their scarce resources in ways that provide the highest possible returns to them.
- Small and large firms, labor unions, and educational and other not-for-profit organizations have different goals and face different rules and constraints. These goals, rules, and constraints influence the benefits and costs of those who work with or for those organizations and, therefore, their behavior.

Standard 13: Income and Productivity

Income for most people is determined by the market value of the productive resources they sell. What workers earn depends, primarily, on the market value of what they produce and how productive they are.

- People can earn income by exchanging their human resources (physical or mental work) for wages or salaries.
- Employers are willing to pay wages and salaries to workers because they expect to sell the goods and services those workers produce at prices high enough to cover the wages and salaries and all other costs of production.
- A wage or salary is the price of labor; it usually is determined by the supply of and demand for labor.
- More productive workers are likely to be of greater value to employers and earn higher wages than less productive workers.
- In a labor market, in the absence of other changes, if wage or salary payments increase, workers will increase the quantity of labor they supply and firms will decrease the quantity of labor they demand.
- Changes in the prices of productive resources affect the incomes of the owners of those productive resources and the combination of those resources used by firms.
- Changes in demand for specific goods and services often affect the incomes of the workers who make those goods and services.

Standard 15: Investment

Investment in factories, machinery, new technology, and in the health, education, and training of people can raise future standards of living.

- Workers can improve their productivity by improving their human capital.
- Workers can improve their productivity by using physical capital such as tools and machinery.
- Productivity is measured by dividing output (goods and services) by the number of inputs used to produce the output. A change in productivity is a change in output relative to input.
- Increases in productivity result from advances in technology and other sources.
- Investments in physical and human capital can increase productivity, but such investments entail opportunity costs and economic risks.
- Investing in new physical or human capital involves a trade-off of lower current consumption in anticipation of greater future production and consumption.
- The rate of productivity increase in an economy is strongly affected by the incentives that reward successful innovation and investments (in research and development, and in physical and human capital).

Standard 19: Unemployment

Unemployment imposes costs on individuals and nations. Unexpected inflation imposes costs on many people and benefits some others because it arbitrarily redistributes purchasing power. Inflation can reduce the rate of growth of national living standards because individuals and organizations use resources to protect themselves against the uncertainty of future prices.

- Unemployment exists when people who are actively looking for work do not have jobs.
- The labor force consists of people aged 16 and over who are employed or actively seeking work.
- The unemployment rate is the percentage of the labor force that is willing and able to work, does not currently have a job, and is actively looking for work.
- Full employment means that the only unemployed people in the economy are those who are changing jobs.

Key Ideas

1. Review:
 - Institutional differences help to explain differences in *countries'* wealth and standards of living.
 - The interaction of supply and demand in markets generates the prices that allocate goods, services, and resources (including labor).
2. The demand for labor is derived demand.

- There is no demand for labor apart from the demand for the goods and services labor can produce.
 - Employers are the demanders in labor markets.
 - Workers are the suppliers in labor markets.
- Wages (the “price” of labor generated by the interaction of employers’ demand and workers’ supply in labor markets) are a production cost in the markets for the goods or services labor is hired to produce.
 - The quantity supplied of these goods and services is determined by marginal production costs.
 - The availability of substitutes for labor affects wages and employment.
- When demand for an output good or service decreases, total labor income in the affected industry will decrease.
 - As demand for the good decreases, demand for labor must also decrease. Possible results include:
 - Workers are laid off;
 - Workers’ hours are cut;
 - Workers’ wages are reduced.
 - The magnitude of the impact on individuals’ income depends on the alternatives available to workers in other employment.
 - An increase in demand for an output good that generates a positive impact on industry revenue also increases total labor income, the latter by increasing the demand for labor.

3. Market changes may produce different effects on *total labor income* and *individual* income.

- Total labor income equals the payments to all workers, whereas individual income is the payment to an individual worker.
 - Differences in *individuals’* income result from the choices of buyers and sellers of labor services in labor markets.
- In the labor market, wages and benefits combined are used to pay workers for their labor services.
- Note that the term “wage” or the “wage rate” represents compensation per unit of time, which is not the same as income. Income for hourly workers equals the wage rate times the hours worked. The term “salary” represents a total payment per period, regardless of the number of hours worked in the period.
- An increase in derived demand for labor will increase the wages and benefits paid in the market, at least in the short run, as employers compete to hire new workers. Total income of all workers will increase and income for individual workers will increase.
- In the long run, the increased wage and benefits paid are expected to attract new workers to the market. This will cause wages and benefits to decrease toward (but not beyond) their levels before the increase in demand.
- Wages and benefits may change slowly (“sticky” wages) in some local markets in response to changes in the demand and supply for labor.
 - This is largely due to two distinctive features of labor in many jobs:
 - Individuals may have firm-specific human capital – skills they have acquired on the job which are valuable to their current employers by worth little to other firms.

- Workers often have subtle characteristics that make them singularly well-suited (or poorly-suited) to particular jobs. Employers face high fixed costs in hiring new workers because they must learn about worker-specific characteristics to make successful hiring decisions.
 - Together, these two features give many employers and their workers incentives to tie themselves together in relative long term, usually implicit, labor agreements, in which there may be substantial variation in hours worked per year in response to demand fluctuations, without corresponding short term changes in hourly wages and benefits.
4. Workers' wages and benefits are affected by the value of what they produce *and* by each worker's individual productivity.
- As the value of what is produced increases (e.g., shoe makers versus diamond cutters), worker's compensation is expected to increase, *ceteris paribus*.
 - *Labor productivity* is measured by output per worker per day or per year.
 - Other resources affect labor productivity. More capital (buildings, machines, tools and technology) increases laborers' output per time period.
 - A nation's infrastructure – capital that facilitates transportation and communication, for example – is a significant factor in labor productivity and economic growth.
 - Within an industry, more productive workers generally earn higher wages than less productive workers.
 - Technology is a key determinant of the productivity of the worker in most types of jobs. Workers trained to use advanced machinery, computers, robots, etc. are more productive to employers and earn higher wages.
 - Derived demand and productivity also explain the extremely high income of Superstars
 - Some labor markets have a “tournament” nature: the high demand is only for those with the very best abilities (or highest productivity).
 - In sports, for example, those at the very top earn substantially more than those with very similar, but not quite “tournament winning,” abilities.
 - The top sales person in a company may be awarded a higher percentage commission as the winner of the sales “tournament.”
 - In other industries, technology may create huge increases in productivity that leverage the time input of the Superstar.
5. Institutions affect labor markets.
- Labor unions generate market power by controlling the supply of labor available to employers; unions do this for the purpose of raising wages and increasing non-wage compensation (benefits) to workers.
 - In the U.S. there has been significant decline in labor union membership in the private sector, but not in the public sector.
 - In 2007, union members accounted for 12.1 percent of employed wage and salary workers, essentially unchanged from 12.0 percent in 2006. In 1983, the first year for which comparable union data are available, the union membership rate was 20.1 percent.

- Although union members are more likely to be employed in the private than public sector, in 2003, 37.2% of public sector employees were union members, compared to 7.2% of private sector employees. Workers in the public sector had a union membership rate nearly five times that of private sector employees.
 - There are several factors affecting unionization rates between public and private sectors, including improved wages and working conditions in the private sector and the lack of a “residual claimant” in the public sector.
 - Laws and government regulations also impact the income of various segments of the labor force by affecting the supply of or demand for labor.
 - Minimum wage legislation has greatest impact on entry-level, first time, and unskilled workers.
 - U.S. Immigration laws limit chiefly the supply of lower-skilled workers.
 - OSHA safety regulations comprise a complex burden that varies by industry.
 - Federal and state child labor laws restrict hours worked by minors and thus the supply of unskilled labor.
6. Unemployment occurs for a variety of reasons, some detrimental to workers’ incomes and some beneficial.
- Many types of resources are “unemployed” at one time or another without there necessarily being anything “wrong” with the market.
 - Unemployment is a natural (and necessary) part of the process of reallocation of resources in changing markets.
 - Workers currently unemployed are often searching for the “best” match for their labor services. Such search provides information about how valuable their skills are to the marketplace.
 - The government defines the level of unemployment as the portion of the labor force not presently employed but actively seeking work.

Ideas To Take Away From This Lesson

- Labor markets are affected by the demand for the goods and services that labor helps to produce.
- Individual productivity affects wages and technology affects individual productivity.
- Institutional features of labor markets affect the supply of labor, cost of hiring and the price of goods produced.

Indentured Servitude: A Colonial Market for Labor

Content Standards addressed:

History Standards (from *National Standards for History* by the National Center for History in the Schools)

Era 2: Colonization and Settlement (1585 – 1763)

Standard 1: Why the Americas attracted Europeans, why they brought enslaved Africans to their colonies, and how Europeans struggled for control of North America and the Caribbean.

1A: The student understands how diverse immigrants affected the formation of European colonies.

Therefore, the student is able to:

- Explain why so many European indentured servants risked the hardships of bound labor overseas.

Standard 3: How the values and institutions of European economic life took root in the colonies, and how slavery reshaped European and African life in the Americas.

3A: The student understands colonial economic life and labor systems in the Americas.

Therefore, the student is able to:

- Identify the major economic regions in the Americas and explain how labor systems shaped them.

3B: The student understands economic life and the development of labor systems in the English colonies.

Therefore, the student is able to:

- Compare the characteristics of free labor, indentured servitude, and chattel slavery.

Economics Standards (from *Voluntary National Content Standards in Economics*)

Economics Standard 7: *Students will understand that:* Markets exist when buyers and sellers interact. This interaction determines market prices and thereby allocates scarce goods and services.

- *Students will be able to use this knowledge to:* Identify markets in which they have participated as a buyer and a seller and describe how the interaction of all buyers and sellers influences prices. Also, predict how prices change when there is either a shortage or surplus of the product available.
- *At the completion of grade 12, students will know . . . that:*
 3. Shortages of a product usually result in price increases in a market economy; surpluses usually result in price decreases.

Economics Standard 8: *Students will understand that:* Prices send signals and provide incentives to buyers and sellers. When supply or demand changes, market prices adjust, affecting incentives.

- *Students will be able to use this knowledge to:* Predict how prices change when the number of buyers or sellers in a market changes, and explain how the incentives facing individual buyers and sellers are affected.
- *At the completion of grade 12, students will know . . . that:*
 3. Changes in supply or demand cause relative prices to change; in turn, buyers and sellers adjust their purchase and sales decisions.

Overview and Teacher Background:

The purpose of this activity is to demonstrate to students, using the context of colonial markets for indentured servants, that prices emerge from the choices made by individual people.

It would be hard to overstate the importance of indentured servitude in populating the American colonies and insuring that the successful nation that emerged from the colonial period looked to England, rather than to France or Spain, for its heritage. By 1775, more than 500,000 Europeans – mainly English, Scotch, Irish, and Germans – had crossed the Atlantic, and over 350,000 of them came as indentured servants. The indenture contract helped to populate the colonies by allowing the prospective emigrant to exchange his labor for Atlantic passage. The price of passage – from £9 -£11 in the early 17th century – was more than the average Englishman earned in a year. Thus, despite the fact that conditions in England made the colonies alluring, to say that the price of the transatlantic voyage was prohibitive for the laboring classes is the most extreme form of understatement. In very real terms, then, indenturing bridged the ocean for the labor necessary to begin the building the American economy.

Gary Walton and Hugh Rockoff describe the indenture system in the *History of the American Economy*:

The *indenture contract* was a device that enabled people to pay for their passage to America by selling their labor to someone in the New World for a specified period of time. These contracts were written in a variety of forms, but law and custom made them similar. Generally speaking, prospective immigrants would sign articles of indenture binding them to a period of service that varied from three to seven years, although four years was probably the most common term. Typically, an indenturer signed with a shipowner or a recruiting agent in England. As soon as the servant was delivered alive at an American port, the contract was sold to a planter or merchant. These contracts typically sold for £10 to £11 in the eighteenth century, nearly double the cost of passage. Indentured servants, thus bound, performed any work their “employers” demanded in exchange for room, board, and certain “freedom dues” of money or land that were received at the end of the period of indenture. . .

The first indentures were sent to Jamestown and sold by the Virginia Company: about 100 children in their early teens in 1618, a like number of young women in 1619 for marital purposes, and a young group of workers in 1620. Soon thereafter private agents scoured the ports, taverns, and countryside to sign on workers as indentures. The indentured servants were drawn from a wide spectrum of European society, from the ranks of farmers and unskilled workers, artisans, domestic servants, and others. Most came without specialized skills, but they came to America voluntarily because the likelihood of rising to the status of landowner was very low in Britain or on the Continent. They were also willing to sign indentures because their opportunity cost – the next best use of their time, was typically very low – room and board and low wages as a rural English farm worker, a “servant in husbandry.” Children born in English cottages usually went to work at the age of 10, moving among families and farms until good fortune (often inheritance or gifts) allowed them to marry. For many, a period of bondage for the trip to America seemed worth the risk. (28-30)

The process of negotiating for indentures was a form of labor market, but confusion arises if we forget that what is being sold in this market is the passage to America. Labor is the currency of exchange, or, in other words, the price that is being paid for the passage. Thus, the average length of the indenture – the 4 years mentioned in most textbooks – is best understood as a sort of “market clearing price,” paid in labor, for passage to America.

As in any market, indenture markets had both buyers and sellers. The buyers were the laborers, trying to use their labor to purchase passage. The sellers were the ship captains and their agents, accepting labor in the form of a signature on an indenture contract, in return for passage. Note, too, that the ship captains and agents were the real risk takers. In order to profit, they had to make sure that the indentured servant arrived in the colonies alive, with enough strength, training, and other desirable qualities to attract the interest of a land owner or merchant willing to purchase the indenture contract.

Like other markets for goods and services, the indenture market was affected by conditions of supply and demand. The promise of free land at the end of the indenture period (most colonies offered 50 acre headright land grants to free men) increased the willingness to emigrate, as agricultural workers saw little opportunity to ever own their own land in England. Because wages in the colonies were so much higher than in Europe, skilled workers, craftsmen, artisans, and scholars were also attracted to the cities and seaports of colonial America. Like other markets, the indenture market was dynamic, reacting to changes in society and/or changes in the willingness of individuals to participate. The characteristics of the laborers and/or of the society into which they were indentured affected the length of indenture – and some of those characteristics changed over time.

- In the early 17th century, the severe shortage of women in the colonies meant that single females under the age of 18 served an average of 1.5 years less than men of similar age and qualifications. By the eve of the Revolution, the shortage of women had abated and the average indenture for a single girl under the age of 18 was only a few months less than that of a man.
- The harsh conditions of the West Indies cane fields were well known to Europeans, and so it is not surprising that indentures there averaged 9 months less than on the continent of North America. (Eventually the high cost of indentures led the planters to substitute slavery for indentured labor.)
- Highly skilled and/or educated workers were able to secure shorter indentures (generally 20% shorter), although the rate varied with the occupation and situation.
- Indenture was an alternative to the death penalty. Estimates suggest that as many as 30,000 prisoners agreed to indentures in order to avoid the death penalty or a lengthy imprisonment. Their indentures tended to be longer than those of free laborers. Records from 1718 indicate an average indenture of 7 years for minor crimes and 14 years for major crimes.

The success of indenture markets was also dependent on the rule of law. Both parties had to be confident that the terms of the contract would be carried out and that the courts would uphold their rights in the agreement. Without this security, the practice of indenturing based on voluntary participation, would not have persisted. Colonial courts routinely and reliably enforced indenture contracts, evidence of the importance of the practice to American colonists. Employers were fined and/or punished for abuse of indentures or failure to deliver on the promises of food, clothing, and “allowances.” Similarly, employers could depend on the courts to discipline rebellious servants and to punish servants who ran away – often by extending the indenture period.

Finally, it should be recognized that just as market forces were responsible for the genesis of the indenture system, so were they responsible for its demise. By the end of the 18th century, the indenture market had virtually disappeared. The reasons for its disappearance can be easily identified:

- The rise of slavery provided a viable and cheaper alternative to indentures. While the initial price of a slave was greater than an indenture, the planter could anticipate a much longer work life of the slave. Planters quickly discovered that the terms of the indenture contract made maintaining an indenture more expensive than maintaining a slave. Also, the availability of free land and the high productivity of that land encouraged indentures to run away, especially in more rural or “frontier” areas.
- The cost of passage from Europe to America fell to £6 and improved labor conditions in England and on the Continent resulted in higher wages and greater opportunities for laborers.
- Over time, the availability of free land in the colonies declined.
- Colonial population growth eliminated the gender imbalance that had created a market for women.

As students participate in the simulation, they will discover that the 4 year length of indenture mentioned in their textbooks was not the result of whim or decree, but an agreed upon “price” that emerged spontaneously from the voluntary interactions of people participating as buyers and sellers in a market.

Materials:

- Role cards:
 - Emigrant cards – copy on yellow paper and cut apart. Note that the number of cards of each type is specified in parentheses.
 - Agent cards – copy on blue paper and cut apart.
 - *Teacher Note: This activity works best with classes of about 20-30 students, however, larger groups can be accommodated. For a class of about 30, prepare the numbers of cards specified at the top of the handout master; make proportional increases for larger classes.*
- Overhead transparencies:
 - Visual #1 – “The Typical Indentured Servant”
 - Visual #2 – “How to Play . . .”

- Visual #3 – “Indenture Tally”
- Student handouts:
 - Individual Record and Score Sheet
 - Indentured Servant Contract
 - Runaway Servant advertisements
- Candy (for students to purchase with game points)

Procedures:

1. Display visual 1 on the overhead (or solicit, through discussion, similar information that students have gleaned from text reading or assigned research). Ask students to speculate on why the indenture length was about 4 years. (*Accept a variety of answers and list on the board.. Tell students that the activity will test these hypotheses.*)
2. Remind students that indentured servitude was key to the development of colonies plagued by chronic shortages of labor. Explain that they are going to take part in a simulated indenture activity in which they will each play one of two possible roles:
 - An **agent** trying to recruit indentured servants for colonists wanting labor, **or**
 - An **emigrant**, a European considering the possibility of going to the colonies.
3. Divide the class into 2 equal groups, assigning one group to be **agents** (blue cards) and the other to be **emigrants** (yellow cards). Explain that in each round of the game, they will be given new cards. In some rounds, they will be emigrants and in some rounds, they will be agents, but the points they earn in both roles will be used to buy candy at the end of the game. Distribute one agent or emigrant card to each student.
4. Hand out the rules of the game or display on the overhead. Review and discuss the rules, and answer any questions students may have about the procedures.
5. Distribute individual score sheets and explain the scoring procedure. Make sure that the students understand that the points they accumulate will be translated into money or “profit” at the end of the activity, and that the profits may be used to purchase candy. Remind them that they can only make one deal during each round and that once they have made a deal, they must leave the market and report the deal to the teacher. Encourage careful reading of the role cards so that students are aware of opportunities for both gaining and losing points. Explain the importance of not revealing to other people what the card says.
6. *Teacher Note: Some students may find the agent role difficult because it involves so many possibilities. Consider staging a demonstration as follows. Make an overhead transparency of one of the ship captain cards. Bring 2 students to the front of the room and position them so that they are facing toward the overhead projector. Hand each a role card with a different worker classification number. Project the ship captain card on the screen behind the students and take this role yourself. As you negotiate with the 2 potential immigrants, voice your thinking out loud to the other students in the class, so that they see you take into account the price of passage and the different values of the 2 emigrants. They may also observe that the emigrants themselves will display different attitudes toward the offers you make as an agent.*
7. Clear the center of the room and designate it the marketplace. People who are standing are still available to make a deal. People who have already made a deal should return to their seats.
8. Run 2 or 3 rounds of the activity, in which students get a new card in each round, but not a new role – that is, agents remain agents and emigrants remain emigrants. After each round, have students record their individual points. Circulate around the room to make sure that they are scoring correctly.
9. Call attention to the range of indenture lengths recorded on the overhead tally sheet. Help students to see that the tally sheet is providing them with a great deal of information about the market.
 - Discussion questions:

- What is the shortest indenture that was secured?
- What is the longest indenture?
- What is the most common length of indenture?

10. After 2 or 3 rounds, you may wish to have students change roles, so that the buyers (agents) and sellers (emigrants) can experience the other side of the market. Play 2 more rounds.

11. At the end of the last round, allow students time to tally their points. Explain that for each point earned as an emigrant and each £ earned as an agent, they have \$1 credit in the classroom candy store. Open the store just before the end of the class period. Students may “spend” their “profits” by exchanging their score sheets for candy.

12. Debriefing questions:

- How many of you “made money” – that is, were able to accumulate points by securing contracts?
- *(Identify some of the highest scoring emigrants and agents.)* Why do you think you were successful? What was your strategy and what did you try to do?
- *(Identify some of the lowest scoring emigrants and agents.)* What happened? Why weren’t you able to accumulate many points?
- What did you notice about the general characteristics of the indenture market as we played more rounds? *(The market became more orderly as participants, both agents and emigrants, gathered more information. Knowing what to expect and what to look for, they made agreements faster and made more agreements.)*
- Why is there a range of indenture lengths? *(The length of the indenture varied with the value of the laborer and the conditions of the indenture.)*
- Consider the “outliers” – the shortest and longest indentures. How would you explain them? *(The outliers indicate some sort of “special” circumstance, a difference from the majority of the contract situations. Exceptionally short indentures tended to occur either when the emigrant had special skills or characteristics – like gender – to offer or when the conditions of the indenture were known to be poor – as in the West Indies. Exceptionally long indentures tended to occur either when the emigrant was less desirable as a worker – convicts, for example – or when the conditions of the indenture were especially favorable – as when a very young boy was indentured to a skilled artisan who agreed to teach him his craft.)*
- Remind students that they were simulating a market. What was really for sale in this market? *(The indenture contract represents the price of passage)* Hint: What is it that the indentured servant is trying to buy, that he doesn’t have the money to pay for? *(passage to the American colonies)* What is the indentured servant using to “pay” for his passage? *(his labor)*
- Who were the buyers in this market? *(emigrants)* Did the buyers want long contracts or short contracts? *(short – they tried to decrease the price – that is, to sign the shortest contracts possible)*
- Who are the sellers in this market? *(agents)* Did the sellers want long contracts or short contracts? *(long – they tried to increase the price – that is, to sign indentures to the longest contracts possible, so that they could, in turn, sell the contracts for a higher price in the colonies)*
 - *Teacher Note: When the indenture arrived in the colonies, his indenture was sold to an employer. If the indenture brought in more money than the price of the worker’s passage, the original owner of the contract – the agent or ship captain – made a profit.*
- If you were a seller – an agent – what factors made you willing to lower the price (shorten the contract)? *(Two important considerations here: the characteristics of the job and the characteristics of the potential servant. For example, the cane fields of the West Indies were dangerous and unhealthy. You would offer a shorter indenture to get people to go there. On the other hand, a job as a silversmith’s helper in Boston would be very desirable, but there were few people qualified to fill the position, so you would be willing to offer a shorter indenture to get someone.)*
 - What factors enabled you to raise the price – lengthen the contract? *(If the circumstances were more desirable for the servant – a housemaid to a wealthy merchant, for example, or if the position required so little skill that there were many people who could fill it.)*
 - Who were you competing with in the simulation? *(Students’ first reaction may be that they were competing with the emigrants. Help them to see that this isn’t the case. Instead, they are competing with other agents who might offer the potential emigrant a better deal. In reality, they have to cooperate, not compete with the emigrant in order to make a deal.)*
- If you were a buyer – an emigrant – what factors made you willing to pay a higher price (accept a longer contract)? *(If you had no special skills or if you wanted to go to a particular place, you would be more likely to accept a longer contract. To avoid the cane fields, for example, you might accept 5 years in New England instead of 2 years in Haiti. If you were young and uneducated, you might accept a 7-year indenture knowing that if you didn’t, someone else would – and, you might get some training and education during those 7 years.)*

- What factors enabled you to pay a lower price (shorten the contract)? *(Having education or a special skill often allowed you to pay a lower price, as did willingness to accept a less desirable or more dangerous situation, like the West Indies cane fields.)*
- Who were you competing with in the simulation? *(Students' first reaction may be to say that they were competing with the agents. Help them to see that they were competing with the other emigrants, who could also fill the needs of the agents. If a student asked for too short a contract, he risked not getting an indenture at all as the agent went to someone else.)*
- Look at the indenture tally. What happened to the length of indentures over the rounds of the game? *(There was a concentration of indentures – fewer very short indentures and fewer very long indentures.) Why do you think this happened? (As people got more information about the market, they were able to make better choices. Emigrants learned about what the agents wanted and looked for those willing to offer shorter indentures. Agents learned about the circumstances the potential emigrants faced in England and tried to push for longer indentures. These opposing forces create a centralizing tendency.)*
- What is the most common or “average” length of indenture in your simulation? *(Teacher note: It will probably be in the 4-5 year range, but the important point is that it emerged from their interactions. No ONE determined or decided the length. It doesn't matter if the students' simulation results in a different length than the 4 years often noted in textbooks. Simply remind them that a process analogous to their game produced the “typical” 4-year-8-month indenture noted on visual #1. See next question.)*
- Answer the question that we started with: Textbooks tell us that the average indenture was about 4 years in the early decades of indentured servitude, eventually rising to 7 years. Why was the indenture this length? Did someone set it? Who? How? *(The simplest answer is that contract length was the market clearing price in the indentured servitude labor market. The market for labor set the length of indentures. The negotiations between buyers and sellers – emigrants and agents – set the price, just as the negotiations between buyers and sellers in markets today set the prices for gasoline, bread, etc. No ONE set the length of indenture – because EVERYONE set it. Like markets for things today, people had knowledge of the conditions (through letters from friends and relatives, stories from travelers, etc.) and of the prices others had paid. There were so many indentured servants that it became a very organized market and people knew what to expect – just as you know what to expect when you go to buy a gallon of milk at the grocery store or convenience shop.)*
- Read or handout the indenture contract. What were the obligations of the servant? *(to work for the specified period in the specified type of employment)* Of the master? *(to provide passage, food and drink, clothing, lodging, washing and other necessities, and allowance – usually meaning land or a specified amount of money – at the end of the indenture)*
- Using your experience with prices and markets today and your new knowledge of how the labor market for indentures worked, answer the following questions:
 - Make (and justify) a prediction about the relative number of indentures of men and women of similar age and skill during the early years of the colonies. *(In the early colonial decades, indentures for single women averaged about 1.5 years shorter than indentures for men. Most colonists were male, and it was difficult to find wives. As population in the colonies grew, the problem of no wives disappeared so that by the later decades of indenture, the length for men and women of similar age and skill was about the same.)*
 - Make (and justify) a prediction about the length of indenture as the cost of passage to the colonies declined. *(Falling passage rates reduced the length of indentures. If an emigrant was able to afford the passage, he was less inclined to bind himself to a master for a long period of years.)*
 - Make (and justify) a prediction about the length of indenture as economic conditions for laborers improved in England and Europe? *(Improved economic conditions in Europe also caused the average length of indenture to decline. As more laborers found opportunities at home, fewer were willing to emigrate under conditions of servitude.)*
 - Make (and justify) a prediction about the market for indentured servants as population grew in the colonies. *(As population grew, the demand for indentured servants fell, since it was easier and less costly to obtain laborers in the colonies. In addition, as the demand for female indentures as wives disappeared, the gender difference in indentures disappeared, so that by 1770, the average indenture length for a female was only a few months shorter than that for a male.)*
 - Make (and justify) a prediction about the market for indentured servants in the south. *(Indentures were more expensive to maintain than slaves and were resistant to the gang labor techniques that typified plantation agriculture. Original indentures in the south and, especially in the West Indies, were shorter than those in other areas, and eventually the indenture practice died out in the south as planters turned to slavery, finding it less costly to train slaves in skilled labor than to use indentures.)*
 - If you lived on the frontier, would you be likely to buy an indentured servant? Why or why not? *(The abundance of free land and the fact that land was so productive that a person could support himself as a farmer meant that the runaway problem was a serious risk that the holders of indentures had to take into account. Certainly this risk was increased in more rural, “frontier” areas. Many colonies responded by requiring servants to carry passes when traveling, and judges tended to strictly enforce indentures, lengthening the time of service for runaways. Given these conditions, you might at least think twice about taking an indentured male to the frontier. Since women could not claim land and were often indentured only as a first step to becoming wives, taking a woman to the frontier probably didn't entail the same risks. Therefore, an astute student answer to this question might be another question: Was the indentured servant female or male? Show students the runaway advertisements and reinforce that people would not have been willing to engage in these contracts had they not been confident that the rule of law would enforce them.)*

At the beginning of the 18th century, the typical indentured servant:

- Was a 20 year-old male of English heritage;
- Could not read or write;
- Was unskilled;
- Lived in Pennsylvania; and
- Served an indenture of 4 years, 8 months.

Why 4 years and 8 months? Who set the length? and How?

How to Play the Indentured Servitude Simulation – Agents

1. You will be assigned a role, as either an emigrant or an agent.
 - If you are an agent, you will start the game with a blue role card. Do not switch roles unless told to do so. Read the agent instructions below.
 - If you are an emigrant, read the instructions on the back of this sheet.
2. Agent instructions:
 - If you are an agent (blue), your goal is to make a profit by securing an indenture that you can sell in the colonies for more than the price of passage (£10).
 - Your role card includes a chart telling you the current price being paid for indentures of different length and skill. Use this information to decide what type of indentured servant you will try to recruit and how long an indenture you'll offer.
 - Experience has shown you that there are many different types of people willing to sign indentures. Some are more valuable than others. On the other hand, some of the less valuable ones are willing to sign longer contracts. Keep this in mind as you negotiate with the emigrants.
 - Also keep in mind that you must pay the £10 passage price. If you contract with a servant whose indenture you think you can sell for £2/year, you have to get at least a 5-year contract in order to break even. Be sure to ask for the emigrant's worker classification number before you begin negotiating, so that you can figure out what you need to make a profit. Don't let the emigrant see the information on your role card or he'll be much harder to negotiate with.
 - Once you make a deal with an emigrant, report the contract length to the teacher. Return to your desk to record the transaction and figure your profit. Subtract £10 from the value of his indenture and add in any bonus points to figure your "profit." Each round of the game will last approximately 5 minutes. During the round, circulate through the room, negotiating with people who have different colored cards than you have. (It takes one agent – blue – and one emigrant – yellow – to make a deal.) You may make only one deal in each round, so make the best deal you can.
3. When you agree on a deal (an indenture contract):
 - shake hands,
 - come to the front of the room, and tell the recorder the agreed upon length of the contract,
 - return to your seat and record the length of the contract and your points on your personal score sheet,
 - stay in your seat until the teacher reopens the trading floor.

How to Play the Indentured Servitude Simulation - Emigrants

1. You will be assigned a role, as either an emigrant or an agent.
 - If you are an emigrant, you will start the game with a yellow role card. Do not switch roles unless told to do so. Read the emigrant instructions below.
 - If you are an agent, turn this sheet over to read the instructions.
2. Emigrant instructions:
 - If you are an emigrant (yellow), the card you are holding describes your situation and the conditions under which you would accept an indenture and go to the colonies. The card tells you the longest indenture you would be willing to accept.
 - In general, your goal is to earn points by securing the shortest indenture contract you can. The shorter the contract, the more points you earn. At the end of the activity, your points will be translated into money that you may spend in the classroom store.
 - Note that your role card has a number in parentheses. This is your worker classification number. It is based on your level of skill, education, age, etc. There are 4 classifications of workers – 4 indicating the most skilled, 1 indicating the least. Most people are 2s. You must answer truthfully agents' questions about your characteristics and circumstances, and worker classification, but Do NOT reveal the maximum length of the contract you will accept.
 - You also know quite a bit about indenture conditions. You know many people who, like you, couldn't afford the £10 passage to America, and chose to pay for it by indenturing themselves. The conditions in the cane fields, for example, are well known among potential emigrants.
3. Each round of the game will last approximately 5 minutes. During the round, circulate through the room, negotiating with people who have different colored cards than you have. (It takes one agent – blue – and one emigrant – yellow – to make a deal.) You may make only one deal in each round, so make the best deal you can.
4. When you agree on a deal (an indenture contract):
 - shake hands,
 - make sure that the agent you contracted with goes to the front of the room to record the contract,
 - return to your seat and record the length of the contract and your points on your personal score sheet,
 - stay in your seat until the teacher reopens the trading floor.

Role cards: Agents. (Teacher directions: For a class of 30 students, make 15 agent role cards on blue paper. Make 9 of the agents ship captains, 4 agents procurers for the West Indies, and 2 agents factors. Adjust total number, maintaining the approximate proportions, for different size classes.)

Agent: ship captain

As a ship captain, you are taking a risk. You have to bear the cost (£10) of the emigrant's passage and won't make your money back until you get to the colonies to sell the indenture. If the emigrant dies on the voyage, you're out of luck. If your ship arrives after the fall harvest, you're out of luck because no one wants to buy workers he has to feed through the long winter. Last time you were in port, however, the market was good, and you were able to sell every indenture you brought. You aren't looking for any particular type of indenture; you just want to fill the ship with people young enough and strong enough to get there alive so that you can make a profit on each passenger. You know this about the market:

Worker classification	Approx. sale price per year of indenture
1 – convicts, elderly, sick, illiterate	£ 1.25/ year
2 – unskilled farm and domestic workers (male and female)	£2 / year (£.5/quarter of year)
3- craftsmen – blacksmiths, carpenters, masons, etc., educated workers (male and female)	£3 / year (£.75 / quarter of year)
4 – people with a specialty skill – such as a musician or a skilled artisan	£5 year, (or £1.25 per 3 months)

After you make a deal, report the length of the indenture to the recorder, figure out the sale price of the indenture, subtract £10 for the passage, and record your profit on your score sheet.

Agent: ship captain

As a ship captain, you are taking a risk. You have to bear the cost (£10) of the emigrant's passage and won't make your money back until you get to the colonies to sell the indenture. If the emigrant dies on the voyage, you're out of luck. If your ship arrives after the fall harvest, you're out of luck because no one wants to buy workers he has to feed through the long winter. Last time you were in port, however, the market was good, and you were able to sell every indenture you brought. On your last voyage, you noticed that the women's indentures sold very quickly – probably many of the men on the docks were looking for wives, as there aren't yet many women in the colonies, especially on the frontiers.

Worker classification	Sale price per year of indenture
1 – convicts, elderly, sick, illiterate	£ 1.5/ year
2 – unskilled farm and domestic workers (male and female)	£2 / year (£.5/quarter of year) (£1 bonus for young single women)

Role cards: Agents. (Teacher directions: For a class of 30 students, make 15 agent role cards on blue paper. Make 9 of the agents ship captains, 4 agents procurers for the West Indies, and 2 agents factors. Adjust total number, maintaining the approximate proportions, for different size classes.)

3- craftsmen – blacksmiths, carpenters, masons, etc., educated workers (male and female)	£3 / year (£.75 / quarter of year)
4 – people with a specialty skill – such as a musician or a skilled artisan	£5 / year, (or £1.25 per 3 months)

After you make a deal, report the length of the indenture to the recorder, figure out the sale price of the indenture, subtract £10 for the passage, and record your profit on your score sheet.

Agent: for West Indies cane fields

Your job is to recruit people for a living hell. You know it and they know it. Life in the West Indies sugar cane plantations is brutal; if the work doesn't kill people, the heat, bugs and disease are likely to. Given these conditions, your only real hope for luring emigrants away from the other agents is to undersell them – offer a shorter indenture. But don't get carried away with your generosity. You still have to pay the ship captain £10 a piece to get them to the Indies healthy enough to sell. Here's an update on market conditions from one of the ship captains:

Worker classification	Sale price – per year of indenture
1 – convicts, strong, healthy, young, male	£2/year (half that if female)
2 – unskilled farm and domestic workers – young and healthy	£3.5 / year (male)
3 – craftsmen – blacksmiths, carpenters, masons, etc., educated workers (male and female)	? so few wanted it's not worth your effort
4- people with a specialty skill – such as a musician or a skilled artisan	? pretty risky – will they survive the voyage???

After you make a deal, report the length of the indenture to the recorder, figure out the sale price of the indenture, subtract £10 for the passage, and record your profit on your score sheet.

Agent: Factor for Plantation Owners

You are the factor for a small group of wealthy colonial plantation owners. Living in England, you are essentially the planters' business agent. He ships his crops to you and you arrange the sale. You deposit his funds on account and fill his orders for supplies and merchandise, shipping it back to the colonies. Occasionally, you even perform such services as securing tutors or arranging marriages for the planters' children. You are always on the look out for educated young men and women who are down on their luck and might be willing to spend a couple years indentured as nannies, teachers, musicians, or artisans in return for a chance to start over. You're not like those ship captains; you don't care about filling a ship, just about anticipating the needs of your very wealthy clients. You're picky – and you're a businessman. You may not get rich off indentures, but you don't forget that you need to at least cover the £10 passage fee.

Here's what you figure is worth your time, given what you know about your customers:

Worker classification	Sale price – per year of indenture
1 – convicts etc.	You're not interested
2 – unskilled workers	Leave it to the ship captains

3 – craftsmen – blacksmiths, carpenters, masons, etc., nannies	£3 / year (£.75 / quarter of year)
4 – people with a specialty skill – such as a musician or a skilled artisan or a language teacher	£5 / year, (or £1.25 per 3 months)

After you make a deal, report the length of the indenture to the recorder, figure out the sale price of the indenture, subtract £10 for the passage, and record your profit on your score sheet.

Role cards: Emigrants (Teacher directions: For a class of 30 students, make one of each of the following role cards – on yellow paper. For fewer students, eliminate some of the highest and lowest worker classifications, so that the majority of the emigrants are worker classification 2.)

Emigrant Roles

Emigrant: unskilled worker

Description: Your prospects in England aren't very good. Your older brother will inherit your father's small farm, and given conditions in England, you don't see much chance of getting land of your own. You're only 15 years old, but you're strong and healthy.

Skills: You can't read or write and have no special skills. You do not now have the £10 for passage, and don't see how you'd ever get it. After all, £10 is more than you've ever earned in a year.

Worker Classification: 2

Personal Goal: You'd be willing to sign an indenture for 7 years to avoid working for your brother, but you know that others like you have signed for less.

Points:

- +1 for any indenture at all
- +1 for each quarter under 7 years

* * * * *

Emigrant: tired of working for the lord of the manor

Description: Your parents, and your parents' parents, and their parents' parents have worked the Earl's farms forever. It's a reasonably secure existence – the Earl makes sure you're minimally fed and clothed – but there's sure no reason to dream of better things. And the Earl is definitely not inclined to loan you £10 or even give it to you as a reward for loyal service! You're young and even if you're not very bright, you can work.

Skills: You know most everything there is to know about animals – especially sheep and pigs. And you're a good farmer. You definitely know enough to run a farm of your own. You cannot read, write, or count without your fingers and toes.

Worker Classification: 2

Role cards: Emigrants *(Teacher directions: For a class of 30 students, make one of each of the following role cards – on yellow paper. For fewer students, eliminate some of the highest and lowest worker classifications, so that the majority of the emigrants are worker classification 2.)*

Personal Goal: You know you'll never be rich, but maybe if you emigrate there's some chance for a better future – if not for you, then for your children. Working as an indenture doesn't seem to be any different than working for the Earl – and if you stay in England, that will last a lifetime.

Points:

- +1 for any indenture
- +1 for each quarter under 7 years
- -1 if you don't secure an indenture

Emigrant: agricultural worker

Description: As a temporary farm worker, you wander from village to village seeking work. Over the years you've gained some skill as a blacksmith's helper and carpenter, but the work is always hit-and-miss. A strong, healthy male in your late 20s, you earn barely enough to support yourself and your wife and child. There seems no hope of ever getting your own farm since you're never able to save anything. Emigrating offers a chance, but where would you get the £10?

Skills: Some experience helping blacksmiths and carpenters on some of the larger estates in England. Good working knowledge of farming operations. Can't read or write.

Worker Classification: 2

Personal Goal: You'd like to be able to claim the indenture headright (free land) and start your own farm before you're 30.

Points:

- +1 for each quarter under 4.5 years
- +1 for any indenture under 6 years

* * * * *

Emigrant: domestic or agricultural worker

Description: You are a 19 year-old female. You are a poor widow. Considered somewhat "plain," you are a bit old to be considered marriageable. You need a chance to start over and emigrating to the colonies just might offer that chance. You have no children, but you'd like to start a family as soon as you find a man to marry. You aren't too picky; if he can put food on the table, that's all that matters.

Skills: You can read and write, are an excellent cook, and strong enough for household and/or agricultural work. These skills earn you some money, but you'd really be an "old maid" by the time you could save up the £10 necessary to purchase passage.

Worker Classification: 2

Personal Goal: You see marriage as the only way to avoid a life of poverty and/or an early death. You believe that the shortage of women in the colonies offers you the best chance. You're not overly worried about the length of indenture, knowing that many women end up marrying the colonists who purchase their indentures.

Points:

- +1 for any indenture
- +1 for each quarter under 7 years

Emigrant: orphan

Description: You are an orphan girl of 14. There are few young men in your village and no prospects for marriage. Your aunt took you in and trained you to sew, spin, knit, and cook, but you know that you are a burden to her. Emigrating as a domestic servant wouldn't be much of a change from your life now, and maybe there would be more opportunity when the indenture is over. Or, maybe you'd find a husband.

Skills: You cannot read or write. You know how to sew, spin, knit, and cook – all reasonably well, none with any great distinction. You know little about farm work.

Worker Classification: 2

Personal Goal: You don't have to be in a hurry; it's not like you're an old maid yet. And your aunt is nice to you; it wouldn't be easy to leave on your own. You could wait. . . . You decide that if you can get an indenture for 4 years or less, you'll go. If not, you'll wait awhile and see if things improve in England.

Points:

- +1 for 4 year contract
- +1 for each quarter under 4 years

* * * * *

Emigrant: peasant farmer

Description: You've tried to make a go of your small, worn-out farm, but the debts keep piling up. The colonies seem the only way to start over. If you indenture yourself as a farm worker, you would eventually have the chance to get another farm of your own. You're a 30-year-old male.

Skills: You've been a farmer all your life. You cannot read or write.

Worker Classification: 2

Personal Goal: You figure that 6 years is the absolute longest you can count on having the strength and energy to start over, clearing land for a new farm.

Points:

- +1 for an indenture of 7 years
- +1 for each quarter under 6 years

Emigrant: barmaid

Description: You have worked in taverns as a bar maid since you were big enough to carry a tray. You are 17 and get along well with most people. Some say you are pretty but you don't have a husband yet. Maybe the colonies offer a new chance to find a husband or at least a better position.

Skills: You can read, write, and count money. You're strong and healthy, but because you were always working in the tavern, you never learned many of the domestic skills of cooking, sewing, etc.

Worker Classification: 2

Personal Goal: You don't want to work in a bar your whole life. On the other hand, it's a living. Every town has at least one tavern. Five years sounds like a reasonable indenture to you.

Points:

- +1 for an indenture
- +1 for each quarter under 5 years

* * * * *

Emigrant: well-bred, but no dowry

Description: At 21, you're past the age to make a good marriage, the more so because your father can't afford to give you a dowry. You don't relish the thought of being an "Old Maid." There's no money for passage to the colonies either, but if you emigrate as an indentured servant, perhaps it will lead to marriage. Your only other alternative seems to be to stay with your parents in genteel poverty, hoping for a late marriage.

Skills: You can read and write and have some experience as a governess.

Worker Classification: 2

Personal Goal: You figure that if your master doesn't become your husband in two years, you might still be able to find a husband on the frontier, even at the ripe old age of 24 or 25.

Points:

- +1 for an indenture under 7 yrs.
- +1 for each quarter under 2 years

Emigrant: unskilled worker

Description: Your parents turned you out of the house on your 10th birthday and told you to find work. Ever since, you've been slowly losing the battle for survival. You're male, weak, scrawny, and desperate.

Skills: unskilled and illiterate. You've worked on farms, but only for food and board. You can't remember having even seen any real money, and can't imagine earning £10 in your lifetime.

Worker Classification: 1

Personal Goal: You'd count yourself lucky to secure an indenture of any length.

Points:

- +1 for indenture of any length
- +1 for each quarter under 7 years
- -1 if you don't get an indenture

* * * * *

Emigrant: convict

Description: You've been in trouble all your life – in prison for fighting and burglary. You've convicted as a thief – again! The court has ordered you to bind yourself to an indenture of a minimum of 7 years or be hanged. You are a teenage male, dirty and scruffy, but basically healthy.

Skills: You cannot read or write. You've never done an honest day's work in your life – but you would if someone would offer you the chance.

Worker Classification: 1

Personal Goal: You'd like to live.

Points:

- +1 if you get a contract
- -5 if you do not secure an indenture

Emigrant: debtor, na'er-do-well

Description: You're 25, male, in court for not paying your debts, in the doghouse because your family thinks you're a disgrace. To you, life in England leaves much to be desired. Your father is threatening not to pay your debts – even though he knows it would mean you'd go to prison. Emigrating to the colonies would put you on your own and get everyone else off your back and out of your life.

Skills: You're healthy and strong, and very bright. You have a gentleman's education – or would have if you had paid better attention to your tutors. You have limited experience in all sorts of work, none of it requiring much skill.

Worker Classification: 1, but you might be able to convince someone you could be a 2

Personal Goal: What's a goal? You just want to leave all these irritations behind.

Points:

- +1 for an indenture under 7 years
- +1 for each quarter under 6 years

* * * * *

Emigrant: Adventurer

Description: You're 20, male, adventuresome and dissatisfied. Your family has title, but not much wealth, so you worked for a wealthy English merchant until his business failed. Since then, work has been difficult to find and any money you had is gone. Earning £10 seems uncertain and you're not willing to wait. Emigrating to the colonies promises both adventure and opportunity, and an indenture would both pay your passage and offer you a chance to make your skills known in the New England merchant houses. A friend entered an indenture for five years, but you're too impatient to serve that long.

Skills: You can read and write and keep accounts. You're healthy and strong but have done little physical labor. You've been on merchant ships and understand the ins and outs of trade.

Worker Classification: 3

Personal Goal: As far as you're concerned, 3 years is eternity. And, you'd like to avoid unskilled laboring jobs. You'd really like to go to New England since you know that's where you'll head after your indenture. You're in a hurry to get started getting rich, but you'd accept a little longer indenture to stay out of the plantations.

Points:

- +1 for a 5 year indenture
- +1 for each quarter under 5 years
- +1 if the agent agrees to take you to New England
- -1 if you end up on the plantations in the South
- -5 if you end up in the West Indies

Emigrant: Not the way you planned it

Description: Your plan to buy your passage to the colonies is disrupted when your father dies. The only reasonable thing to do is to turn over the £10 he left you to your mother so that she can keep your father's small shop running and support herself and the younger children. Now the only way to emigrate is to indenture yourself, but you are not willing to mortgage your whole life.

Skills: You're still in your teens, strong, and educated. You're male. You can read, write, and do basic math. You've worked for farmers in the village during harvest and planting.

Worker Classification: 3

Personal Goal: If you can't secure an indenture for less than 6 years, you'll stay in England to help your mother, delaying your dreams again.

Points:

- +1 for an indenture of no more than 7 years
- +1 for each quarter under 5.5 years
- -1 if you don't get an indenture

* * * * *

Emigrant: music teacher

Description: You are a 24-year-old teacher and musician, and have read the pamphlets about the opportunities in the colonies. You are determined to emigrate, leaving your small savings with your wife. You have been trying to convince her that after a short indenture, you'll be able to send for her and your children to start a new life.

Skills: You can read and write, speak fluent French, and play many musical instruments very well.

Worker Classification: 4

Personal Goal: You make a reasonable income and don't want to lose too many earning years to an indenture. On the other hand, it would take another 3 or 4 years to save up the £10 for passage. Three years seems reasonable to you; otherwise you might as well continue as you have been in England. After all, you don't really know how much demand there might be in the colonies for music lessons.

Points:

- +1 for a 3 year indenture
- +1 for each quarter under 3 years

Emigrant: cooper

Description: You learned the barrel maker's trade from your father and uncle – and they were the best in the business. The thing is, there are plenty of coopers in England and while you could probably get work, it wouldn't pay well. You've heard that both New England merchants and the southern plantation owners in the colonies are begging for someone with your skill. You're no longer young, but your children are gone from home and your wife died in last winter's influenza epidemic.

Skills: You can read and write enough to understand a simple contract and sign your name. You know how to calculate costs and prices, count money, and figure out if someone is trying to cheat you. And, last but not least, you make great barrels!

Worker Classification: 3

Personal Goals: To establish a reputation like your father and uncle had. You know it takes some time, but you're not a young man. If the indenture is longer than 3 years, you're unlikely to take it. You'll definitely not accept an indenture to the West Indies.

Points:

- +1 for an indenture of 5 years or less
- +1 for every quarter under 3 years

* * * * *

Emigrant: accountant

Description: Because of a debt owed to your father, a wealthy English lord took you into his employ and trained you in business. When very young, you traveled with him as a personal servant. As you grew up, he educated you to keep his books and manage his warehouses on the docks of London. Unfortunately, his generosity did not extend to his will, and though well educated, you are penniless – literally. Because of jealousy by some of his heirs, you doubt your ability to secure good employment again in London. But you know many of the colonial merchants, having met them in the lord's business travels. Maybe they'll remember you and give you a chance – if you can only get there.

Skills: You are highly educated and your business skills are surpassed by few. In addition, you know the world markets and have a vast store of practical knowledge of trade to offer.

Worker Classification: 4

Personal Goals: You are well aware of your rather lowly station and of the fact that up to this point, your life has been ruled by luck. You're determined to change that, and you're not too proud to do physical labor, even though you know it's a waste of your abilities. If that's what you have to do, that's what you have to do, but you're determined to impress upon the agent that you have valuable skills and that if the only thing he can find you is unskilled

labor, it had better be a VERY short indenture. If you can get an indenture with a businessman, you are convinced that it would take you no more than 2 years to show him your worth – and thus start your career!

Points:

- +1 for a 2 year indenture
- +1 for each quarter under 2 years
- -1 if the indenture is for unskilled labor

Individual Record and Score Sheet

Agent

Round	Worker Class. No. & value	Contract Length	Estimated Contract Value	Contact Value – passage (£10)	Bonus or penalty points	Points Earned
example	#1 £1.25/yr	6 ½ yrs	£8.25	8.25-10= (-1.75)	0	0
example	#2 £3.5/yr	3 yr. 3 mo.	£11.375	11.375-10 = 1.375	1	2.375
1						
2						
3						
4						
5						

Total agent pts =

Emigrant

Round	Worker Class. No.	Contract Length	Points for contract	Bonus points	Points Earned
Example (orphan)	2	4 ½ yrs	1	2	3
1					
2					

3					
4					
5					

Total emigrant pts. =

Total game points =

Indenture Tally

Length of Contract	Round 1	Round 2	Round 3	Round 4	Round 5	Round 6
8 yrs +						
7 ³ / ₄ yrs						
7 ¹ / ₂ yrs						
7 ¹ / ₄ yrs						
7 yrs						
6 ³ / ₄ yrs						
6 ¹ / ₂ yrs						
6 ¹ / ₄ yrs						
6 yrs						
5 ³ / ₄ yrs						
5 ¹ / ₂ yrs						
5 ¹ / ₄ yrs						
5 yrs						
4 ³ / ₄ yrs						
4 ¹ / ₂ yrs						
4 ¹ / ₄ yrs						
4 yrs						
3 ³ / ₄ yrs						

3 ½ yrs						
3 ¼ yrs						
3 yrs						
2 ¾ yrs						
2 ½ yrs						
2 ¼ yrs						
2 yrs						
< 2 yrs						

A CONTRACT FOR AN INDENTURED SERVANT

Here is a copy of an indentured Servant contract used in 1684. In copying the contract, we have retained most of the original orthography — spelling, punctuation, and other details of form. Some of these details may surprise you. In deciding whether to use upper- or lowercase letters, for example, the typesetters here seem to have followed no rules at all. Seventeenth-century readers would not have been surprised, however. Orthography at this time was not standardized by dictionaries, grammars, or any widespread system of schooling. Literate people, therefore, had considerable leeway to follow their own rules of practice in their writing.

The indenture: According to the method made and provided; And by the Order and Directions of His Sacred Majestic King CHARLES the Second of England. And his most Honourable Privy council, the Thirteenth day of December Anno 1682. In the Thirty Fourth year of his said Majesties Reign (then Printed and Published), declaring, That what Persons at anytime, as are Voluntary, free and willing at their own Liberties, to be retained to serve in any of His Majesties Foreign Plantations in AMERICA, are to be duely Examined and bound only before any of his Majesties Justices of the Peace, and the fame to bear Record in the Court of Sessions, in that county or City where such Servants shall be so bound.

Now Witnesseth that (name) doth freely without delution, perswasion, or any other sinistery means, Covenant, promise, consent, grant and agree, To and with (name), from the day of the date hereof, until his first arrival in his Majesties Plantation of (name of place in America) and after, for and During the term of

(number) years, therein shall and will as a faithful covenant-Servant serve in such Employment of A as he the said (name), his Executors or Assignes shall therein Employ him accordingly. In Confideration whereto of the said (name) for himself, his Executors and Assignes, doth Covenant, promise, grant and agree to and with the said (name) to pay for his passage in the good Ship the (name of the ship) Captain (name) Commander, or in any other Ship thither directly bound by the Order and directions of the said (name) his Executors of Assignes; And to find and allow him sussient meat, Drink, Apparel, Lodging, Washing and other necessaries during the said term. And in the end thereof such other Allowances, as to others are given and granted in like kind. In witness whereof the said Parties to these present indentures have interchangably set their Hands and Seals the (number) day of (number) In the (number) year of the Reign of our Sovereign Lord the King, that now is, of England, Anno Domini 1684

(signature)

Signed, Scaled, and Delivered
in the Presence of
(signature)
Name)

(signature)

*Examined and
bound before (name) of his Majesties
Justices for the
(date) the day and year afore
written (signature)*

WANTED

RANAWAY on the 25th of June, 1789, an apprentice lad names JOSEPH WATKINS, about 17 years of age, of a brown complexion, black curled hair; he is short and strong make — Had on when he went away, an old wool hat, new linen shirt and trowsers, a light coloured broadcloth jacket, doublebrested, with wooden buttons, and a pair of shoes. Whoever takes up said apprentice and secures him an any gaol, so that his master may get him again, shall have THREE DOLLARS reward, and reasonable charges paid by HENRY BRADSHAW, living near Gloucester, in the Jerfies, four miles below Philadelphia.

July 22, 1789. 3t—w

The Historical Society of Pennsylvania

Ran-Away from the subscriber, an indentured schoolteacher names SILAS LEWIS, about 24 years of age. It is likely he will change his name. He had on when he ran away a cloth jacket and dark trowsers. He is five feet and four inches in height and of heavy build. All vessels and others are forbid harboring or carrying off said man.

December 21, 1776
American Daily Advertiser

Sample Negotiation Guide

Agent: Ship Captain

Worker Classification	Anticipated Indenture Price
1 convict elderly sick older	£1.5
2 farm workers domestic workers minimally skilled healthy younger	£2
3 craftsmen – eg: blacksmith cooper carpenter	£3

4 highly educated, skilled or talented: cabinet maker musician tutor	£5
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Price of Passage = **£10**

Sample Agent Calculation:

#3 worker **£10 / £3 = 3 ^{1/3} yr.** indenture to break even

#1 worker **£10 / £1.5 = 6 ^{2/3} yr.** indenture to break even