



**KELLEY**  
SCHOOL OF BUSINESS  
Institute for International Business



## **CIBER Focus Interview Series**

### **Lesson Plan**

**Lesson Title:** Indiana and the Global Economy

**Grade:** 9-12

**Estimated length of Lesson:** 90 minutes or 2 45-minute class periods

## Indiana Standard(s) covered:

### Indiana Studies

- IS.1.29 Analyze the impact of globalization on Hoosier culture and Indiana's economic and political policies and international connections.
- IS.1.35 Research Indiana's modern growth emphasizing manufacturing, new technologies, transportation and global connections.

### Global Economics

- Core Standard 4 Students analyze the necessity for global interaction within the different economic systems.

### Economics

- E.8.1 Explain that most trade occurs because producers have a comparative advantage (rather than an absolute advantage) in the production of a good or service.
- E.8.2 Explain the benefits of trade among households and countries.
- E.8.5 Evaluate the arguments for and against free trade.

## **Inquiry:(What essential question are students answering, what problem are they solving, or what decisions are they making?)**

- How does Indiana contribute to global markets?
- How do the connections to global markets benefit Indiana?

## **Objectives:(What content and skills do you expect students to learn from this lesson?)**

- Students will be able to...
  - Identify Indiana's largest exports to the world.
  - Analyze the significance of Indiana's global connection to the state's economy.

## **Materials: (What primary sources or local resources are the basis for this lesson?)**

- IU CIBER Focus video
  - [Global Positioning: Indiana's Exports and Foreign Direct Investment](#) with Tanya Hall
- Indiana Business Research Center
  - <https://ibrc.kelley.iu.edu/>
- Hoosiers by the Numbers
  - <http://www.hoosierdata.in.gov/index.asp>
- STATS Indiana
  - <http://www.stats.indiana.edu/sip/Economy.aspx?page=exp&ct=S18>
- Global Patterns of States Exports
  - <http://tse.export.gov/TSE/TSEhome.aspx>

## **Activities: (What will you and your students do during the lesson to promote learning?)**

1. Intro activity - Students will be asked about Indiana's top exports and they will try and list the top 5 exports without any prior knowledge. They will also have to guess the top countries that receive these

- products.
2. Students will use the sources provided to identify Indiana's main exports and the main countries that import Indiana products.
  3. Students will pick one of these products to research and discuss how exporting that product benefits Indiana's economy. They will present their findings in a unique format determined by the teacher: business pitch, video, podcast, etc.

**Assessment: How will you assess what students learned during this lesson?**

- Students will present on a key industry or product that is exported from Indiana.
- Students can also answer essential questions to wrap up activity.