

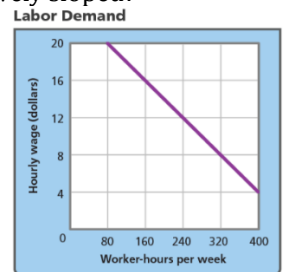
Objective SS.912.E.1.9: Describe how the earnings of workers are determined.

1) Define the following terms

• derived demand
• productivity of labor
• equilibrium wage
• unskilled labor
• semi-skilled labor
• skilled labor
• professional labor
• glass ceiling
• labor union
• featherbedding

2) **Identify Cause and Effect** What drives the demand for workers in the auto industry? Explain.

3) **Use Visual Information** Look at the Labor Demand graph. Why is the labor demand curve negatively sloped?

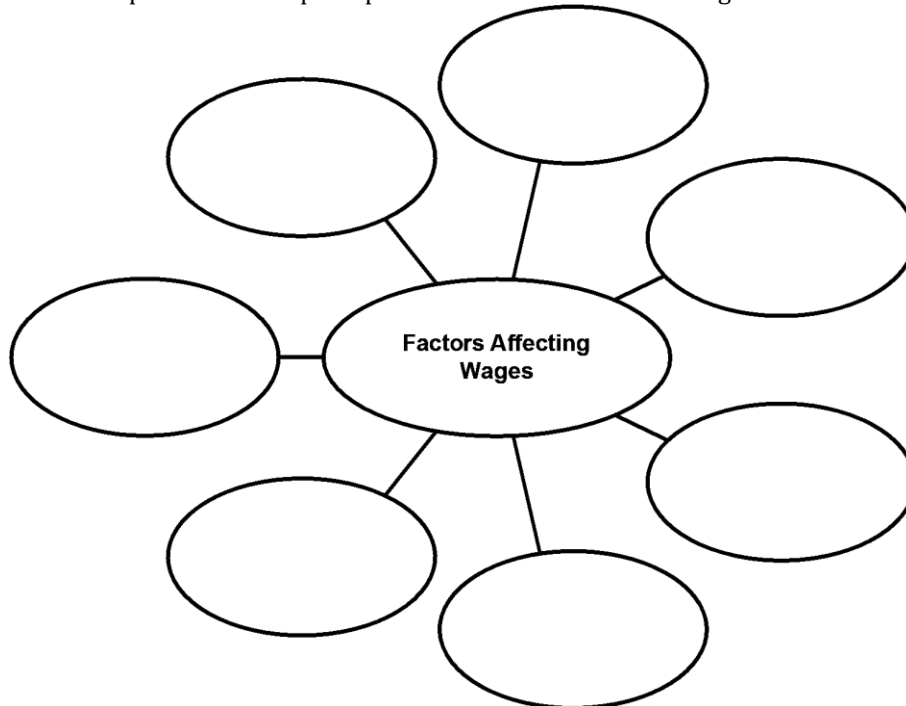


4) **Draw Conclusions** Why is the supply of professional labor generally lower than the supply of unskilled or semi-skilled labor?

5) **Vocabulary: Use Context Clues** Look at how the term human capital is used in the section on wage discrimination. Based on the text, how would you define human capital?

6) **Paraphrase** As far as wages are concerned, what is the purpose of the anti-discrimination laws described in the reading?

7) **Determine Central Ideas** Complete the concept map to show factors that affect wages.



8) Why is the demand for labor called a derived demand?

- A. It is set by the supply of labor.
- B. It is set by the demand for labor at the lowest price.
- C. It is set by the demand for another good or service.
- D. It is set by the supply of goods and services demanded.

9) If an advertising business buys new computers for its employees, how might its productivity of labor be affected?

- A. It would increase.
- B. It would decrease.
- C. It would double.
- D. It would stay the same.

10) What generally happens to the equilibrium wage when demand for workers is low and supply is high?

- A. It gets higher.
- B. It gets lower.
- C. It does not change.
- D. It moves below demand.

11) Which term describes a perceived barrier that may prevent qualified women from receiving promotions to top-level jobs?

- A. "women's work"
- B. "the glass ceiling"
- C. "human capital"
- D. "women's career paths"

12) How might employers benefit from workplace safety laws?

- A. Employers can offer lower wages because more employees will want to work in a safer environment.
- B. Employers can pay for safety improvements in the workplace.
- C. Employers can hire fewer workers because the workplace is safer.
- D. Employers can raise wages because the workplace is safer.