Name: _____ Date: _____

The Hedgehog Salesman and the Desert Fox

Circle group

Bram the hedgehog had a cart full of bright umbrellas, and he was sure he could sell every one. So he pushed his cart across the dunes to the home of Fenna, a desert fox.

"Umbrellas!" he called. "The finest in the land! Stay dry in any storm!"

Fenna blinked slowly. "It has not rained here in two years," she said. "I do not need to stay dry."

Bram was not discouraged. "Then you need the green one, with the golden handle. It is the most beautiful umbrella ever made."

"It is pretty," said Fenna, "but pretty will not help me."

Bram sat down on the edge of his cart and sighed. For the first time that day, he stopped talking and looked around. The sun was fierce. Fenna's fur was dusty, and she kept squinting at the sky.

"Your problem is not rain," said Bram slowly. "It is shade."

Fenna's ears lifted. "Yes! The afternoons are very hot."

Bram opened the biggest umbrella and planted its handle in the sand. A wide circle of cool shade spread beneath it. Fenna laughed and traded three fat dates for it right away.

Bram learned something that day. A good seller does not shout about what he has. He asks what the other person truly needs.

Questions

1. What was Bram selling?

_____

_____

2. Why did Fenna say she did not need an umbrella at first?

_____

_____

3. What did Bram do when he stopped talking?

_____

_____

4. What did Fenna pay for the umbrella?

_____

_____

5. What was Fenna's real problem?

_____

_____

6. Why did Bram finally make a sale?

_____

_____

Words to know

dunes: hills of sand piled up by the wind
discouraged: feeling less hopeful after a setback
fierce: very strong and harsh
squinting: looking with eyes partly closed because of bright light
shade: a cool, dark place out of the sun

Talk together (every group has these)

1. Find one fact that every group read. How did your sheet say it?
2. What did your sheet tell you that you think another group's did not? Ask them.
3. What is one question about this topic that none of the sheets answered?

Name: _____ Date: _____

The Hedgehog Salesman and the Desert Fox

Triangle group

Bram the hedgehog owned a cart loaded with brilliantly colored umbrellas, and he was absolutely convinced that he could sell every single one. So he pushed his heavy cart across the shifting dunes until he reached the home of Fenna, a desert fox.

"Umbrellas!" he announced. "The finest in the entire land! You will stay dry in any storm!"

Fenna blinked slowly. "It has not rained in this part of the desert for two years," she said. "I have no need to stay dry."

Bram was not discouraged in the least. "Then you must have the green one with the golden handle. It is the most beautiful umbrella ever made."

"It is certainly pretty," said Fenna, "but being pretty will not help me."

Bram sat down on the edge of his cart and sighed. For the first time that day, he stopped talking and began to look carefully at his surroundings. The sun was fierce and unrelenting. Fenna's fur was thick with dust, and she kept squinting miserably at the sky.

"Your trouble is not rain," Bram said slowly. "It is shade."

Fenna's ears lifted. "Exactly! The afternoons here are unbearably hot."

Bram opened the largest umbrella and planted its handle firmly in the sand. A wide circle of cool shade spread beneath it. Fenna laughed with relief and immediately traded three fat dates for it.

Bram learned something important that day. A wise seller does not simply shout about what he has to offer. He pauses to ask what the other person truly needs.

Questions

1. What was Bram selling from his cart?

_____

_____

2. Why did Fenna say she had no need to stay dry?

_____

_____

3. What did Bram notice once he stopped talking and looked around?

_____

_____

4. What did Fenna trade for the large umbrella?

_____

_____

5. What was Fenna's real problem, according to Bram?

_____

_____

6. Why did Bram finally make a sale after so many failed tries?

_____

_____

Words to know

dunes: hills of sand piled up by the wind
discouraged: feeling less hopeful after a setback
fierce: very strong and harsh
squinting: looking with eyes partly closed because of bright light
shade: a cool, dark place out of the sun

Talk together (every group has these)

1. Find one fact that every group read. How did your sheet say it?
2. What did your sheet tell you that you think another group's did not? Ask them.
3. What is one question about this topic that none of the sheets answered?

Name: _____ Date: _____

The Hedgehog Salesman and the Desert Fox

Square group

Bram the hedgehog owned a cart loaded with brilliantly colored umbrellas, and he was absolutely convinced that he could sell every single one of them. So he pushed his heavy cart across the shifting dunes until he reached the home of Fenna, a desert fox, and announced in his loudest voice, "Umbrellas! The finest in the entire land! You will remain dry in any storm!"

Fenna blinked slowly. "It has not rained in this part of the desert for two years," she said, "so I have no need to remain dry."

Bram was not discouraged in the least. "Then you must have the green one with the golden handle, which is the most beautiful umbrella ever made."

"It is certainly pretty," said Fenna, "but being pretty will not help me."

Bram sat down on the edge of his cart and sighed. For the first time that day, he stopped talking and began to observe his surroundings carefully. The sun was fierce and unrelenting, and Fenna's fur was thick with dust as she squinted miserably at the sky.

"Your trouble is not rain," Bram said slowly. "Your trouble is shade."

Fenna's ears lifted. "Exactly! The afternoons here are unbearably hot."

Bram opened the largest umbrella and planted its handle firmly in the sand, and a wide circle of cool shade spread beneath it. Fenna laughed with relief and immediately traded three fat dates for it.

Bram learned something important that day. A wise seller does not simply shout about everything he has to offer; instead, he pauses to discover what the other person truly needs.

Questions

1. What was Bram selling from his cart?

_____

_____

2. Why did Fenna say she had no need to stay dry?

_____

_____

3. What did Bram notice once he stopped talking and looked around?

_____

_____

4. What did Fenna trade for the large umbrella?

_____

_____

5. What was Fenna's real problem, according to Bram?

_____

_____

6. Why did Bram finally make a sale after so many failed tries?

_____

_____

Words to know

dunes: hills of sand piled up by the wind
discouraged: feeling less hopeful after a setback
fierce: very strong and harsh
shade: a cool, dark place out of the sun

Talk together (every group has these)

1. Find one fact that every group read. How did your sheet say it?
2. What did your sheet tell you that you think another group's did not? Ask them.
3. What is one question about this topic that none of the sheets answered?

For the teacher: The Hedgehog Salesman and the Desert Fox

Each student sheet carries a shape, not a level. The same topic and facts, written three ways.

Circle: The Hedgehog Salesman and the Desert Fox

Easier · 214 words · Flesch-Kincaid grade 2.4

1. Umbrellas.
2. It had not rained there in two years.
3. He looked around and noticed the hot sun and Fenna squinting.
4. Three fat dates.
5. She needed shade from the hot sun.
6. He listened and found out what Fenna truly needed.

Triangle: The Hedgehog Salesman and the Desert Fox

This passage · 255 words · Flesch-Kincaid grade 4.5

1. Brightly colored umbrellas.
2. It had not rained in that part of the desert for two years.
3. The sun was fierce and Fenna was dusty and squinting at the sky.
4. Three fat dates.
5. She needed shade from the unbearably hot sun, not protection from rain.
6. He stopped pushing and listened to figure out what Fenna truly needed.

Square: The Hedgehog Salesman and the Desert Fox

Harder · 264 words · Flesch-Kincaid grade 6.1

1. Brightly colored umbrellas.
2. It had not rained in that part of the desert for two years.
3. The sun was fierce and Fenna was dusty and squinting at the sky.
4. Three fat dates.
5. She needed shade from the unbearably hot sun, not protection from rain.
6. He stopped pushing and listened to figure out what Fenna truly needed.