The Add-on Strategy.

Joe did not know the answer to $3 \times 7 = ?$ Joe DID know what 3×5 was. So he drew an array for 3×5 .

He knew that his array was missing two groups of three from 3 X 7, so he added those onto the end of the array. Then Joe added the 15 that he had from 3 X 5 and the missing six from 3 X 7. He got a sum of 21. Joe now knew that $3 \times 7 = 21$.