

Give us your money – Teacher's notes

Level: Intermediate (equivalent to CEF level B1)

Aim: A communicative game to practice the language of comparatives, superlatives and indirect questions, and vocabulary for talking about holidays.

Briefing: In this activity, students will either play the role of entrepreneur or investor. All entrepreneurs will be pitching their business ideas to the investors in order to get funding for their ideas. At the end of the presentation, the investors will decide which idea(s) to invest in.

You may need to pre-teach the words *entrepreneur*, *investor*, *invest* and *negotiate*.

Preparation: Make one copy of a role card (entrepreneur or investor) for each student. You may want to copy or stick it on to a card or laminate it if you want to use it more than once.

Procedure:

1. Divide your group into investors and entrepreneurs in a ratio of 1:3. This means if you have 8 students, you should divide them into 2 investors and 3 groups of 2 entrepreneurs. If you have a much larger class, you should divide it in such a way that there are three groups of (max 3 students) entrepreneurs for each group of investors (2 – 4 students).
2. Explain to the students that they are either going to play the role of investor or entrepreneur. The entrepreneurs have to pitch their business ideas to the investors in order to get funding to start their new companies. All the ideas are related to holiday companies. The goal of the entrepreneurs is to make a successful pitch and get the investment they are looking for without giving away too much of a share in their company.
3. Give the entrepreneurs time to prepare their presentations. They should make notes on the details of their idea. The investors should think about the questions they will ask the entrepreneurs.
4. The investors will listen to the entrepreneurs' pitches and decide which idea(s) to invest in. Each investor has a budget of €200,000 and may decide to invest it all in one idea or to split it up and invest in an idea together with another investor. The investors may also decide to invest with another investor in an idea, thus splitting the risk and sharing in the returns. The goal of the investors is to get the most returns for their investment based on how much risk they want to.
5. When a group is not pitching their idea to the investors they should listen to the other groups and take notes for a group discussion after the exercise.

Optional Extra: As a warmer or follow-up you could show a clip from the television series *The Dragon's Den* to your students. You could also switch the roles and get the entrepreneurs to think of their own holiday company business ideas.