

# 9a The idea is easy ...

## Overview

Students act out a meeting between a bank manager and an entrepreneur who is asking for a bank loan to develop and market a new invention. Finance vocabulary and the use of the Past Simple and Present Perfect is revised and practised.

## Preparation

One copy of the worksheet for each pair of students. Cut the worksheet into two.

## Procedure

- 1 Ask students to imagine that they have just invented one of the major global brands, e.g. Coca-Cola. Brainstorm how they would persuade a bank to lend them the money to launch the product. During this discussion, pre-teach the following vocabulary which students will need for the worksheet: *launch a product, lend, borrow, owe, pay back a loan, personal investment, entrepreneur, sales channel (e.g. wholesale, mail order), sales forecast, patent.*
- 2 Divide the class into pairs and give each student one half of the worksheet. Explain that Students A are entrepreneurs and they have a meeting with their bank manager, Students B, to try to secure a loan for their latest invention, a 'Button Fixer'. Give students time to read their instructions, check any unfamiliar vocabulary and prepare for the meeting.
- 3 In their pairs, students act out the meeting. Monitor, helping with vocabulary as necessary and making sure students use the Past Simple and Present Perfect tenses correctly.
- 4 Have a class feedback session. Ask Students A how effective they were at persuading the bank manager to lend them the money. Ask Students B how much money, if any, they agreed to lend.