

Dragon's den

Level

Upper Intermediate and above

Tasks

Finding out what students know about the programme Dragon's Den

Matching headings to the correct paragraphs

Reading an article about Dragon's Den

Identifying the one word which does not collocate with the word at the end of the line

Devising a business idea and making an 'elevator pitch'

How to use the lesson

1 Tell students that this lesson is about the programme 'Dragon's Den.' Hand out the worksheet. Ask students to talk about whether they have seen it or not. If so, what is the programme about? If not, can they work out the content from the words in the box? Elicit some of the features of the programme. **Teacher's note:** entrepreneurs with a business idea make a pitch to a group of potential investors who decide whether to offer them an investment, usually £100,000 from one or more dragons for a share of the business.

2 Ask students to read the headings (a–d) and then skim the article to match the headings to the paragraphs (1–4).

Answers: (a) – 4 (b) – 3 (c) – 2 (d) – 4

3 Students read the whole article. Ask them to tell you some of the questions the dragons asked. Find out what they think about the idea of 'magic paper'. You may wish to look at any useful vocabulary, such as: *exclusivity / pitch / infallible / backing*.

4 Ask students to identify the odd-word-out, which does not form a collocation with the word 'investment'.

Answers: 4.1 (d) do 4.2 (b) inventive 4.3 (f) empty

5 Divide the class into small groups in order to devise their business ideas. With uncreative groups, be ready to offer help. If the Internet is available, groups could glean ideas from websites about new inventions. Before starting the presentations, ask all the groups to make a list of possible questions which they could ask as dragons. Run the presentations. Encourage questions and an outcome: deal or no deal? Finish the lesson by giving language feedback.

Related websites

Send your students to these websites, or just take a look yourself.

<http://www.bbc.co.uk/dragonsden/>

http://en.wikipedia.org/wiki/Dragons'_Den

<http://www.magicpaper.co.uk>

<http://www.businessopportunitiesandideas.co.uk/374/dragons-wrong-again>

http://www.open2.net/moneyandmanagement/management_organisation/entrepreneur.html