

Learning objectives in this lesson

Reading for gist, scanning for specific information, reading for detailed comprehension and giving opinions about information in a text.

- 1 Put students into pairs to discuss the questions then take whole-class feedback. Note down their ideas about *Dragons' Den* so you can compare them once they have read the text.
- 2 Give students the text face-down (to stop them reading it too soon). Tell them they are to read the text quickly and to decide what type of programme *Dragons' Den* is. Set a time limit so students will just have time to skim the text. When you take feedback, ask students to compare their answer to their thoughts about the programme in exercise 1.

Answer

Dragons' Den is a reality TV show in which business entrepreneurs pitch their business ideas to five successful business people in the hope that they will invest in the idea.

- 3 Get students to read the text again. Give them a little longer this time and ask them to put the seven sentences into the gaps in the text. Encourage students to justify their answers. Before taking whole-class feedback, encourage students to compare answers with a partner.

Answers

1 d 2 a 3 e 4 b 5 c 6 g 7 f

- 4 Students read the text to decide if the statements are true or false. Encourage students to justify their answers. Before taking whole-class feedback, encourage students to compare answers with a partner.

Answer key

- 1 F The text says most NOT all.
- 2 F Though some people may think it is, the producers insist it is not a game show.
- 3 T Five business moguls.
- 4 T If they do agree to invest, they expect a large share of the company in return.
- 5 F The Dragons can be very ruthless.
- 6 F Sky-high valuations do not sit comfortably with the Dragons.
- 7 T Lui was rejected by the Dragons but later won a major contract because of the show.
- 8 T There have been those who cast doubt on the authenticity of the programme.

- 5 Get students to discuss the question and then take whole-class feedback. If students are very interested in this topic you could direct them to the BBC website for the UK version of the show <http://www.bbc.co.uk/dragonsden/evan/> and here students can listen to the Dragons giving their advice.

According to Evan Davies, who presents the UK version of the show, the best advice is:

- 1 Be prepared. He suggests you should know, but not memorize, what you are going to say in the pitch. Trying to commit it to memory is risky as under pressure you may forget.
- 2 Have an idea that is either original or an old idea presented in a unique way.
- 3 First impressions count – dress and present yourself appropriately for your product.
- 4 Don't be over-passionate about your idea – it is good to show enthusiasm but bear in mind that it's not just your energy that makes a product good.
- 5 Do not overvalue your idea – one of the biggest mistakes made is that entrepreneurs overvalue and are too optimistic about how much their new idea / company is worth.

- 6 Ask students to identify the bold words or phrases in the text to match the definitions.

Answers

- 1 proven track record
- 2 business moguls
- 3 pitch their ideas
- 4 sound foundation
- 5 entrepreneur

- 7 Ask students to work in pairs and work out the meaning of the other words and phrases in bold in the text.
- 8 Tell students they should follow the instructions and take it in turns to use their own words and the bold words to reconstruct the description of the *Dragons' Den* show.
- 9 Get students to work in pairs again to use the words in their own sentences about their own companies. When taking feedback, check for the correct use of the word rather than a completely accurate sentence.
- 10 Ask students to look at the text again and find three words that would be useful in their line of work. Get them to discuss their answers with their partners giving reasons why.